

SPOTLIGHT

MAY 2020



COMMITTED TO OUR MISSION



Steve Greer

Chief Executive Officer
American Income Life &
National Income Life Divisions

STAY COMMITTED TO YOUR DECISIONS, BUT STAY FLEXIBLE IN YOUR APPROACH. — TONY ROBBINS

WHEN COVID-19 FIRST HIT, I'M sure I wasn't alone in feeling like that deer we talk about, standing frozen in the headlights of a car that's headed straight for it. Naturally, I was consumed with thoughts of my family, friends, and what it would mean for this Company and every person connected to it.

The circumstances we're in are unprecedented in our lifetimes. The last time we, as a planet, experienced a similar challenge, the world was completely different. No one (or very few) alive today has any comparable experience to look back on for guidance. Your AIL-NILICO management team as well as the Globe Life team responded in record time to assess the situation and plan our strategy. This was no small task because as we all know, things changed quickly, which made the uncertainty even worse. We knew and were committed to what we needed to do — continue to

"WE KNEW AND WERE COMMITTED TO WHAT WE NEEDED TO DO."

protect working families and offer *Opportunity Unlimited* to others — we just weren't sure how. The saying goes "Evolve or die." Well, we're American Income *Life...* National Income *Life...* Globe *Life*. We're not about rolling over and closing up shop at the first sign of trouble. We're about rolling with the changes and doing what we do no matter what. We've done it before and once again, we've adapted to a changing world, to not only keep our Company moving, but to ensure its continued success. Our response to the challenges brought by the pandemic has helped uncover a whole new way to do business.

In this issue of *Spotlight*, we share some tips on how to make your virtual recruiting even more effective. In addition to hearing from our Home Office recruiting experts, we'll share words of wisdom from a few SGAs whose offices are particularly successful at it.

While the Home Office had the resources, bandwidth, and means to create many parts of our business digitally in only a few short weeks, our success, as always, depends on you. As always, your response was to get 'er done better than anyone could have foreseen! Did we have a few hiccups? Sure, but you took it all in stride and kept going. We were hoping our efforts would keep our heads above water; instead, March was our best month in Company history and April was our best April ever. Who does that? YOU, the World's Greatest Sales Force, that's who!

When you focus on the positives that have come out of this pandemic — especially the discovery of how effective virtual recruiting is — you can't help but look ahead with optimism and excitement. When we experience the unexpected, we have to choose to take the approach of maintaining a positive, confident attitude and remaining committed to our mission. After all, preparing for the unexpected is what we live and preach, the very basis of what we sell.

The journey might not be how we imagined it, but 2020 will still be the year we **PROVEIT!** without a shadow of a doubt. 🌟

SPOTLIGHT

ARC.AILife.com/Spotlight.aspx
A monthly publication spotlighting top producers of American Income Life and National Income Life

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SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@ailife.com.



Required Retention Rate

Effective Jan. 1, 2018, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **73.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Tuesday, 6/23** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Friday, 6/26**. eApp business excluded from the 7 day hold should be uploaded by **Tuesday, 6/30** before 3:30 p.m. CST to count for **June** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$6,392,629

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 32-37**.

Code of Business Conduct & Ethics Globe Life and AIL/NILICO are committed to maintaining a business atmosphere and working environment based on honesty, fair dealing, and sound business ethics. Please find the Globe Life Inc. Code of Business Conduct and Ethics by logging in to the Agency Resource Center at ARC.AILife.com or ARC.NILife.com and clicking the Code of Business Conduct and Ethics link at the very bottom of the page. This Code of Conduct expresses the standards of integrity and business conduct that all Company directors, officers, employees, and independent contractors must uphold and follow. The Code is provided to help you understand what the Company expects of you and should be read carefully.

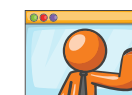
Correction

In the April issue of *Spotlight*, the incorrect photo was used for **Tyler Stewart**.



TYLER STEWART
Wexford, PA
Rookie Producer Icebreaker

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2021 Awards Presentation are: the Top SGA per category from Categories I–XII based on Performance Factor (minimum 100%), the TOP MGA/RGA from each category based on Growth (minimum 100%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2021 Convention Qualifications online at www.ailife.com or www.nilife.com. **Check your production! If there is an asterisk by your position, you could be on your way to stay at The Grand at Moon Palace in Cancun, Mexico. The convention will be held May 5-8, 2021.**



LOOK FOR ME!

ANNIVERSARIES

32 YEARS OF SERVICE

John Wagner, PR

28 YEARS OF SERVICE

Matthew Parks, SGA

David Thornton, GA

25 YEARS OF SERVICE

Lawrence Hauck, AGT

24 YEARS OF SERVICE

Ilija Orlovic, SGA

22 YEARS OF SERVICE

Al Wall, PR

21 YEARS OF SERVICE

Theresa Bellajaro, AGT

18 YEARS OF SERVICE

Travis Vandenberghe, AGT

17 YEARS OF SERVICE

Lily Sakai, AGT

16 YEARS OF SERVICE

Levar Morgan, RGA

14 YEARS OF SERVICE

Benjamin Ainscough, AGT

Matthew Cartwright, RGA

Jose Lopes, MGA

13 YEARS OF SERVICE

Luay Ghawi, RGA

Kevin Ishikane, AGT

Dawn Trudden, PR

12 YEARS OF SERVICE

Tony Anderson, PR

Sharon Brenner, AGT

Janis Pitts, PR

Jessica Santamarina, RGA

11 YEARS OF SERVICE

Matthew Parks, SGA

Sally Wilson, AGT

10 YEARS OF SERVICE

Vishwanath Sankaran, AGT

9 YEARS OF SERVICE

Jose Castillo, GA

Jonathan Phillips, RGA

Samantha Ralston, RGA

Massoud Vaziri, RGA

8 YEARS OF SERVICE

Carlos Arballo, AGT

Martha Asbell, AGT

Andrew Leah, AGT

Yolette Mompoin, AGT

Christian Ortiz, AGT

Gary Slocum, RGA

Nicholas Triantafyllidis, AGT

John Young, SGA

7 YEARS OF SERVICE

Nathan Doyle, GA

Alma B Gonzalez, AGT

George Kamel, GA

Shawn Lewicki, MGA

Angel Martinez, RGA

Joseph McCallister, MGA

Hirenkumar Patel, SA

Steven Rios, GA

Ray Salmon, AGT

Gabriela Sime, RGA

6 YEARS OF SERVICE

Diana Al Ali, AGT

Kevin Amador, GA

Lindsey Dettwiller, MGA

Omar Fernandez, GA

Brandon Minor, MGA

Paul Streater, AGT

Kamal Tayyib, GA

Jadelene Welty, GA

Diane Williams-Lewis, AGT

5 YEARS OF SERVICE

Holly Bonhorst, MGA

Douglas Clarke, AGT

Michael Dean, AGT

Nadia Feleti, GA

Jonathan Jones, RGA

Tachane Joseph, AGT

Adam Kidikas, RGA

Andy Batten, RGA

Johnny Ly, RGA

Tabitha McDermid, SA

Steve Mersan, AGT

Begona Patino-Lopez, MGA

Jennifer Reed, AGT

Michael Sherwood, GA

Daniel Souza, AGT

4 YEARS OF SERVICE

Andrew Brown, AGT

Edwin Cuevas Quinones, GA

Renee L Cunningham, AGT

Candace Dillon, AGT

Keith Filbert, AGT

Amanda Harris, SA

Kelli Higgins-Jones, SA

Chaz Hutcherson, AGT

Meardey Kim, AGT

Ronald Knoedler, AGT

Raynaldo Lafontant, MGA

Patrick Locke, MGA

Luis Miranda, GA

Trey Moran, SA

Albert Olesko, AGT

Jeremy Osborn, GA

Phi Phan, MGA

3 YEARS OF SERVICE

Adriana Aboulwafa, GA

Andrew Ball, AGT

Michael Battaglio, MGA

Andy Batten, RGA

Sean Brannan, MGA

Debra Cabral, AGT

Jessica Chang, RGA

Heriberto Chavez, MGA

Patricia Contreras, MGA

Daniel Fitzgerald, GA

Crissal Hoeckendorf, AGT

Shawn Kelley, SA

Charlene King, SA

Cyan Kissinger, GA

Fernando Ledezma, AGT

Shonda Lewis, GA

Arman Masomzadeh, GA

Cory McNutt, GA

Candace Minor, MGA

Stanis Moanda, SA

Eldine Mpanzu, MGA

Khadijah Muhammad, SA

Seth Parlin, AGT

Eric Rodriguez, GA

Rochelle Royce, SA

Stella Roznovan, MGA

Roxie Soto, GA

Tanya Sutton, AGT

Steven Valentim, AGT

Colette Valrie, AGT

Michael VanderMay, MGA

2 YEARS OF SERVICE

Christy Anderson, SA

Breana Noggles, MGA

Michael Barlettano, MGA

David Basnett, MGA

Gabriel Bautista, AGT

Jerome Benenati, GA

Nicklaus Boker, SA

Maria Bonilla Borrego, SA

Eric Caballero, GA

Miguel Castillo, SA

Benzack Cooper, SA

Alfredo Cornish, SA

Beatriz Corria, AGT

William Crock, AGT

Stephanie Dunbar, SA

Ali Eldefrawi, SA

Stephanie Fall, AGT

Donald Gerstner, GA

Alycia Hamlyn, SA

Joan Hannon, AGT

Dale Hetrick, AGT

Michael Humphrey, AGT

Matthew Ingram, GA

Joshua Kellar, GA

Samuel Kilburn, MGA

Kayla McIver, GA

Sandy Metellus, GA

Katie Mitchell, GA

Sione Mohi, SA

Renato Muhaj, SA

Josh Neves, AGT

Breana Noggles, MGA

Tony Perrine, SA

Daniel Pues, AGT

Drake Smith, MGA

Trevor Benenati, GA

Sullena Staton, SA

Brent Stocker, AGT

Patrick Tivnan, SA

Marcell Ventura, GA

Alexander Weel, AGT

Jacob Wells, SA

Patricia Wright, AGT

Kelly Young, MGA

Sherine Zahra, GA

1 YEAR OF SERVICE

Shanelle Allen-Hammond, SA

Ernesto Anzures, SA

Brandon Ashton, SA

Mohamad Awdi, SA

Nina Baker, SA

Anastasiia Balytska, SA

Mark Banks, GA

Kristi Basho, SA

John Bautista, AGT

Dain Bowen, SA

Kimberly Breedlove, SA

Ben Brobbey, AGT

Twila Brown, AGT

Monica Broxson, SA

Cassandra Bryce, SA

Adam Calhan, SA

Colton Capps, SA

Nicole Cenknner, SA

Michael Chang, AGT

Travis Cheek, AGT

Anthony Chinaglia, GA

Ryan Coates, MGA

Coesha Conaway, SA

Tyler Cox, GA

Tiffany Cristini, SA

Christopher Currie, AGT

William Davies, MGA

G Francis Deck, AGT

Nancy Dooling, AGT

Rimoni Dorsey, AGT

David Duran, AGT

Christopher Edinger, SA

Vanessa Farias, SA

Sara Field, SA

Dante Filafilo, AGT

Mary Finnigan, SA

Theresa Flores, SA

Violie Francia, AGT

Darcy Gaige, GA

Agapita Gonzales, AGT

Ricardo Gonzalez, AGT

Michelle Gould, MGA

Jessica Guerrero, MGA

Aliya Guliyeva, SA

Delena Hubert, SA

Justin Irwin, SA

Robert Jackson, SA

Wesley Jarrell, AGT

Ebou Jatta, SA

Lafayette Jones, SA

Dmitriy Kagan, AGT

Jason Khodadadian, GA

Cheryel Kielback, AGT

Marc Larose, AGT

Darren Lawhon, SA

Anesia Linton-Jones, AGT

Lauren Lord, GA

Jennifer Lucero, GA

Brendan Maguire, AGT

Klaudio Martinaj, GA

Marcus Mateus, SA

Catherine Mbugua, SA

Kathryn McDermott, SA

Nikolaos Metaxas, SA

Aldo Monteforte, AGT

Desiree Moore, SA

Burim Morina, SA

Ilesha Morris, SA

David Murphy, SA

Charles Nacovsky, AGT

Shamecka Nelson, AGT

Jessica Olandria, SA

Lindsay O'Neal, AGT

Tobechukwu Oraegbu, GA

Stacey Page, AGT

Jennifer Pegg, SA

Andrea Perez Guzman, AGT

Marion Polk, GA

TyQuan Pugh, SA

Darien Ranalli, AGT

Hakim Rashid, AGT

Dinor Rexhepi, AGT

Adaiza Rijo, SA

Christopher Rolph, SA

Jaclyn Rossmann, AGT

Kenneth Ruffin, AGT

Cameron Russell, GA

Ivan Santiago, AGT

Kierra Smith, SA

Twana Smith, SA

Jairus Spain, AGT

Horace Sparrow, AGT

Kathryn McDermott, SA

Judith Spragale, AGT

Jacob Staroska, SA

Jacob Stephens, SA

Takeya Tatum, SA

William R Tompkins, AGT

Shannon Vidal, SA

What a Difference a Day Makes



Jason Beckman
Division Vice President
PR Field Operations

24 HOURS. 1,440 MINUTES. 86,400 seconds. What a difference a day can make.

As we chronicle our lives, there are a set of dates that serve as reminders of the past. We celebrate birthdays, holidays, and anniversaries. There are also dates that remind us of historic national or world events that were likely surrounded by a cloud of uncertainty; D-Day, Pearl Harbor and 9/11 come to mind. What we've experienced as a world, a nation and a Company these last two months will certainly register in history books and will provide stories to share with our children and grandchildren in the future.

When you look at the history of our own Company, there, too, are a set of dates that serve as reminders of our past. In May 1951, the Company was officially founded by Bernard and his uncle Harold Goodman, with our Home Office located in Indianapolis,

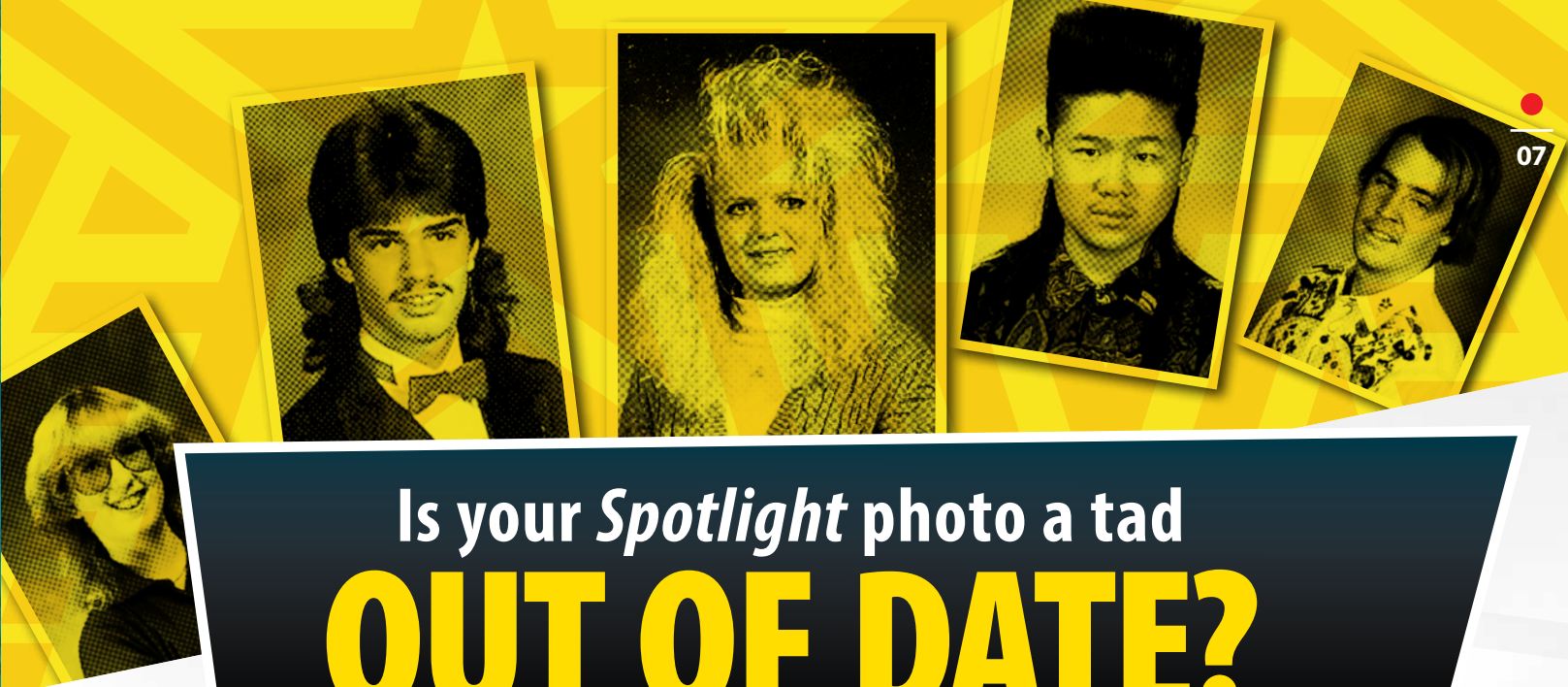
Indiana. In 1961, we found our niche in the labor movement and began an unfamiliar trend in the insurance industry: waiving premium for union members on an authorized strike. American Income would become the only insurance company with all union employees in 1966, and a few years later we were granted a union-label designation by the AFL-CIO which still stands today.

There are so many other dates throughout the history of our Company that deserve recognition as moments in time that influenced positive change. When I reflect upon the last two months, there's a specific date that I've marked in my mind when the world of our PR team changed — Friday, March 13th. On this day, the Company made the decision to "ground" the PR Team from travel, and transition this field position to one that truly became work-from-home. Was this decision met with uncertainty? Perhaps. Our biggest question mark was taking a team who is trained to do things in person and change every habit to be equally successful doing the job from home, using only their phone and computer. The one thing I knew for certain was today's opportunities weren't going on tomorrow's to-do list and the PR team got to work.

We quickly pivoted from being a field force whose daily routine consisted of face-to-face group visits to making phone calls and relying more on technology to continue to tell our story. Virtual meetings became a new way for the PR team to interact with group leadership, sign TGs and turn mailings into leads generated. Speaking of leads generated, the PR team posted back-to-back double-digit lead growth months in March and April. Those virtual meetings have also resulted in an increase in groups signed (mostly electronically) and an increase in members covered by our no-cost AD&D benefit during this time and YTD.

We've remained connected to the labor movement by connecting with our state AFL-CIOs, Central Labor Councils, and other constituency groups through Zoom to be sure they know we're in this together with them. Some masked members of Team PR have even ventured out to help with food drives sponsored by our groups to serve their community!

Truly, what a difference a day can make. Regardless of the number of days and the changes to our world between now and that day in May 1951, the one thing that will never change is the heart of this Company and our commitment to serving working families. 🙌



Is your *Spotlight* photo a tad **OUT OF DATE?**

Are you forever frozen in the past? Update your file photo, dudes and dudettes!

Don't:

- WEAR HATS, SHADES, OVERCOATS
- MAKE HAND GESTURES
- CHOP YOUR HEAD OFF
- CROP YOURSELF OUT OF GROUP PHOTOS
- WEAR STRAPLESS TOPS
- SUBMIT PIXELATED OR BLURRY PHOTOS
- TAKE PHOTOS IN LOW LIGHT AREAS (LIKE YOUR CAR OR A RESTAURANT)
- STAND IN FRONT OF A WINDOW OR OTHER SOURCE OF LIGHT
- EDIT THE PHOTO IN ANY WAY PRIOR TO SENDING (TRUST US — WE GOT THIS!)
- ADD PHOTO FILTERS

Do:

- WEAR PROFESSIONAL ATTIRE (DRESS SHIRT AND TIE MINIMUM FOR MEN)
- STAND IN FRONT OF A WALL OR NEUTRAL BACKGROUND
- HAVE SOMEONE ELSE TAKE THE PHOTO RATHER THAN A SELFIE
- SHOOT IN NATURAL LIGHTING
- BE IN A WELL-LIT AREA WITH THE LIGHT BEHIND THE PHOTOGRAPHER
- BE SURE YOUR CAMERA IS SET TO THE HIGHEST QUALITY/LARGEST IMAGE SIZE
- SMILE!

Don't be a throwback — keep your headshot current!



To submit a new headshot, email your photo to lcry@aillife.com.

Note: If you recently had a professional photo taken at Leadership Academy or other company meeting and you want us to use that, let us know which meeting and we'll hook you up!



NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Benzack Cooper	4	Hart-Dushaj	Shawn Quick	2	Richard Correa	Mercedes Bens	2	Sabrina Lloyd	Karri Lancaster	2	Chad Potts
Adianez Rodriguez	3	Hemerson Gonzalez	William Tompkins	2	Gabriel Feldmann	Sarah Collen	2	Sabrina Lloyd	Joseph Sarasin	2	S-S-Bendure-Hartwig
Adrain Alfred	3	Michael Vasu	Michele Faul	2	Giglione-Ackerman	Ayana Hill	2	Sabrina Lloyd	Kate Hernandez	2	Michael Vasu
Derrick Davenport	3	Michael Vasu	Anizabeth Parra Gonzalez	2	Gonzalez-H-W	Damaris Trejo	2	Sabrina Lloyd	Carlo Cardellino	2	Tommy Vena
Stacye Tanksley	3	Michael Vasu	Stephanie Burghardt	2	Brett Gryska	Nancy Miller	2	London Nelson	Leia Sanders	2	Jay Washington
William Walters	2	AO-Lorence	Edgar Gonzalez Montesino	2	HO Houston Latino	Mam Njamba Samba	2	Bob Olson			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Heriberto Chavez	10	Richard Correa	LaDelus Brown	5	Martin Forshee	Dwayne Gomez	3	Jose Carvajal	Maurice Coleman	3	Brian Schreiter
Augusto Arango	9	Hemerson Gonzalez	Edward Leon	5	Hart-Dushaj	Juan Diaz	3	Gonzalez-H-W	Tony Geer	3	S-S-Bendure-Hartwig
Zach Otto	9	Sabrina Lloyd	Duane Shaw	5	Sabrina Lloyd	Elias Boles	3	Brett Gryska	Matthew Conrad	3	S-S-Parks-Salvaggi
Clayton Slaughter	8	Michael Vasu	Tina Nelson	4	Mark Beckford	Patrycja Grudzinska	3	Sabrina Lloyd	Jose Viramontes	3	Michael Vasu
Loraine Harris	7	London Nelson	Alma Lozano	4	Richard Correa	Avery Hearn	3	Bob Olson	David Carpenter	3	Dustin Venekamp
Andy Batten	7	Michael Vasu	Michael Gerstein	4	Giglione-Ackerman	Robert Hughes	3	Bob Olson	Tiffany Babin-Washington	3	Jay Washington
Joshua Yurinko	7	Tommy Vena	Brandon Neal	4	Hart-Dushaj	Saul Lopez	3	Bob Olson			
Aaron Piotrowski	6	Sabrina Lloyd	Max Akers	4	Michael Vasu	Ashley Clarke	3	Ernest Powell			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Eric Caballero	8	Richard Correa	Tammy Gawron	3	Brett Gryska	Aleatha Lowe	2	Martin Forshee	April Baxter	2	Chad Potts
Jhonatan Quintero	5	Hemerson Gonzalez	Steven Baum	3	Sabrina Lloyd	Corey Hallam	2	Giglione-Ackerman	Truman Falkner	2	Blake Ralston
Jacob Brown	5	Hart-Dushaj	Darcy Gaige	3	Sabrina Lloyd	Ian Rouleau	2	Zach Hart	Travis Kovach	2	S-S-Parks-Salvaggi
Toni-Ann Allen	4	Giglione-Ackerman	Travis Picklesimer	3	S-S-Bendure-Hartwig	John Curry	2	Hart-Dushaj	Tanner West	2	Michael Vasu
Kendall Wilson	4	Sabrina Lloyd	Victor Holmes	3	Michael Vasu	Anton LjuljJuraj	2	Hart-Dushaj	Norman Candelore	2	Tommy Vena
Tanika Thompson	4	London Nelson	Jenna Gula	2	Simon Arias	Rafael Medina	2	HO Houston Latino	Drew Herstine	2	Tommy Vena
Jissel Melendez	3	Richard Correa	Chase Trivison	2	Mark Beckford	Anthony Aiello	2	Bob Olson	Moriah Mann	2	Jay Washington
Santiago Calle Ramirez	3	Hemerson Gonzalez	Kevin Dimery	2	Richard Correa	Kortisha Brooks	2	Bob Olson	Tara Maley	2	Jamison Weatherspoon
Adel Al Choufi Naim	3	Gonzalez-H-W	Gina Eudy	2	Gabriel Feldmann	Jorge Toribio	2	Theodore Pappas			

RGGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Janev	17	Sabrina Lloyd	Andy Batten	13	Michael Vasu	Alma Lozano	12	Richard Correa

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:

- SA & GA** – at least two new associates during the month
- MGA** – at least three new associates during the month
- RGGA** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

LEGACY

RECRUITING PROGRAM

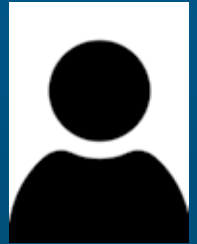
TOP RECRUITING AGENTS** APRIL

TOTAL LEGACY RECRUITERS: 295

TOTAL LEGACY RECRUITS: 406



Raul Bravo
11 Recruits
Beto Quintero



Mam Njamba Samba
6 Recruits
Bob Olson



Cesar Fischer
5 Recruits
Beto Quintero

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Raul Bravo	11	Jose Hernandez Rodriguez	3	John Curry	2	Michael Lewo	2	Matthew Sutton	2	Erin Frazier	6
Mam Njamba Samba	6	Tiffany Lance	3	Ryan Fickert	2	Fallon Manuel	2	Winter Thomas	2	Simon Arias	6
Cesar Fischer	5	Alma Lozano	3	Mavrick Fredericks	2	Robert Martik	2	Hakeem Thompson	2	Bob Olson	6
Astrid Castrillon	4	Michael McKiernan	3	Vraj Gandhi	2	Don Mazzarri	2	Matthew Turnquist	2	S-S-Parks-Salvaggi	6
Diego Cordeiro	4	Jissel Melendez	3	Carolyn George	2	Katherine McQuaid	2	Ransey Vazquez	2	Philip Prata	5
Emily DeCausemaker	4	Linda Mitchell	3	Michaela Griffin	2	Chase Miller	2	Dana Velez	2	Souley Bah	5
Erica Robertson	4	Laura Parra Claros	3	Luis Guerrero Loza	2	Nancy Miller	2	Jimier Williams	2	Gonzalez-H-W	5
Joseph Tomanovich	4	Cartiza Rojas	3	Nia Hardy	2	Anggi Moreno	2	Joshua Williams	2	Mauro Capozucca	5
Matthew A Wilson	4	Sean Smith	3	Ayana Hill	2	Mohamad Raychouni	2	Kendall Wilson	2		
Deven Brijmohan	3	Jorge Velazquez	3	Kingsley Ibeh	2	Mesele Ruhland	2	Yuhung Yeh	2		
Nelly Cuba De Tabares	3	Gregory Walker	3	Christopher Johnson	2	Cameron Russell	2				
Marquis Dotson	3	William Wentz	3	Jada Johnson	2	Iris Saavedra	2				
Rodrigo Garcia	3	Tiffany Babin-Washington	2	Trace Johnson	2	Adam Schutz	2				
Patrycja Grudzinska	3	Dylan Carl	2	Steven King	2	Joseph Stapleton	2				

TOP RECRUITING AGENTS** YTD

TOTAL LEGACY RECRUITERS: 992

TOTAL LEGACY RECRUITS: 1,588

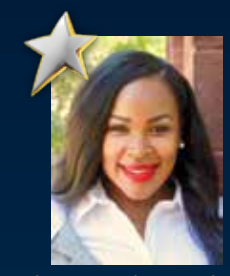
NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	16	Linda Mitchell	5	Bruce Alford	3	Ryan Haynes	3	Luciano Rapa	3	Harold Durana	5
Raul Bravo	15	Erica Robertson	5	Antonio Arabo	3	Jose Hernandez Rodriguez	3	Adianez Rodriguez	3	Arif Hajro	5
Ryan Fickert	12	Cartiza Rojas	5	Brooklynn Bennett	3	Theodore Ingram	3	Gregory Rudolph	3	Aleanya Moore	5
Glenn Johnson	11	Mario Ruiz	5	Helgi Bistochett Navarro	3	Keith James	3	Terena Russell	3	James Cunningham	5
Ransey Vazquez	11	Joseph Stapleton	5	Jason Bratin	3	Taleb Jammoul Hajali	3	Elizabeth Schell	3	S-S-Bendure-Hartwig	5
Casey Jarratt	9	Solgeis Cardozo Mijares	4	Sergio Carta	3	Ryan Jarvie	3	Adam Schutz	3	Mohamad Raychouni	5
Mohamad Raychouni	8	Diego Cordeiro	4	Jessica Chang	3	Christie Jauch	3	Christopher Short	3	Hart-Dushaj	5
Robert Hughes	7	Emily DeCausemaker	4	Patricia Contreras	3	Trace Johnson	3	Paola Silva Espinoza	3	Craig Strompf	5
Jalaleddin Kazemisaeid	7	Harold Durana	4	Jill Cossidente	3	Jonathan Kazdoy	3	Jacqueline Simeus	3		
Sebastian Meneses	7	Nesrine El Hassan	4	Veronica Coval	3	Michele Kieffer	3	Sean Smith	3		
Mam Njamba Samba	7	Daniel Garner	4	Nelly Cuba De Tabares	3	Steven King	3	David Snider	3		
Deven Brijmohan	6	Ahmed Kassem	4	Anne Doede	3	Mitchell Krass	3	Deion Somsanith	3		
Kelly Ekker	6	Zachery Kertulis	4	Marquis Dotson	3	Stacee Lang	3	Roxie Soto	3		
Cesar Fischer	6	Tiffany Lance	4	Seth Finnegan	3	Jissel Melendez	3	Felicia Steele	3		
Alma Lozano	6	Edward Olawumi	4	Erin Frazier	3	Triston Miller	3	Matthew Stewart	3		
Robert Martik	6	Jaleesa Pierre	4	Abel Gamo	3	Katie Mitchell	3	Alec Szczesny	3		
Ryan McIntosh	6	Philip Roffi	4	Rodrigo Garcia	3	Brandon Morris	3	Koa Taylor	3		
Iris Saavedra	6	Gianni Toma	4	Jesse Garnier	3	Jon Morrow	3	Tanika Thompson	3		
Jatavious Adams	5	Joseph Tomanovich	4	Vera Giles	3	Tyler Newara	3	Chase Trivison	3		
Tiffany Babin-Washington	5	Ryan Vance	4	Patrycja Grudzinska	3	Ryan Ohm	3	Jorge Velazquez	3		
Corey Bode	5	Dana Velez	4	Hunter Gurrola	3	Robert Ore	3	Gregory Walker	3		
Matthew Cartwright	5	Sabrice White	4	Grant Gustic	3	Laura Parra Claros	3	William Wentz	3		
Jonathan Da-al	5	Jimier Williams	4	Gavin Guy	3	Karla Perdomo Alvia	3	Charleston White	3		
Kingsley Ibeh	5	Joshua Williams	4	Montana Hanson	3	Charles Powers	3				
Walter Icaza	5	Matthew A Wilson	4	Nia Hardy	3	Uneiver Quevedo Alejos	3				
Michael McKiernan	5	Michael Absten	3	Alexus Hawkins	3	Tahis Quintero Bonilla	3				

▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture more or less than 5 in case of a tie.
 ■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

LEGACY RECRUITING CLUB

MEMBERS

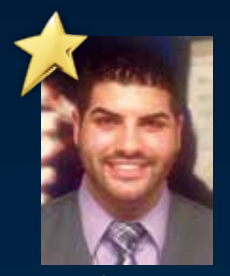
— By Number of Eligible Legacy Recruits*



Tiffany Babin-Washington
Jay Washington
26 Recruits
PLATINUM



Ryan Fickert
Zach Hart
26 Recruits
PLATINUM



Avi Kauderer
Albert Serur
15 Recruits
GOLD



Gabriela Sime
Fisher-Zuzick
10 Recruits
SILVER



Glenn Johnson
James Cunningham
9 Recruits
BRONZE



Taurean Flournoy
Kyle Johnson
6 Recruits
BRONZE



Erin Frazier
Simon Arias
6 Recruits
BRONZE



Robert Hughes
Bob Olson
6 Recruits
BRONZE



Jon Morrow
S-S-Parks-Salvaggi
6 Recruits
BRONZE



Corey Bode
Philip Prata
5 Recruits
BRONZE



Elyse Bryan
Souley Bah
5 Recruits
BRONZE



Mauro Capozucca
Gonzalez-H-W
5 Recruits
BRONZE



Harold Durana
AO
5 Recruits
BRONZE



Arif Hajro
Mario Hajro
5 Recruits
BRONZE



Aleanya Moore
James Cunningham
5 Recruits
BRONZE



Travis Picklesimer
S-S-Bendure-Hartwig
5 Recruits
BRONZE

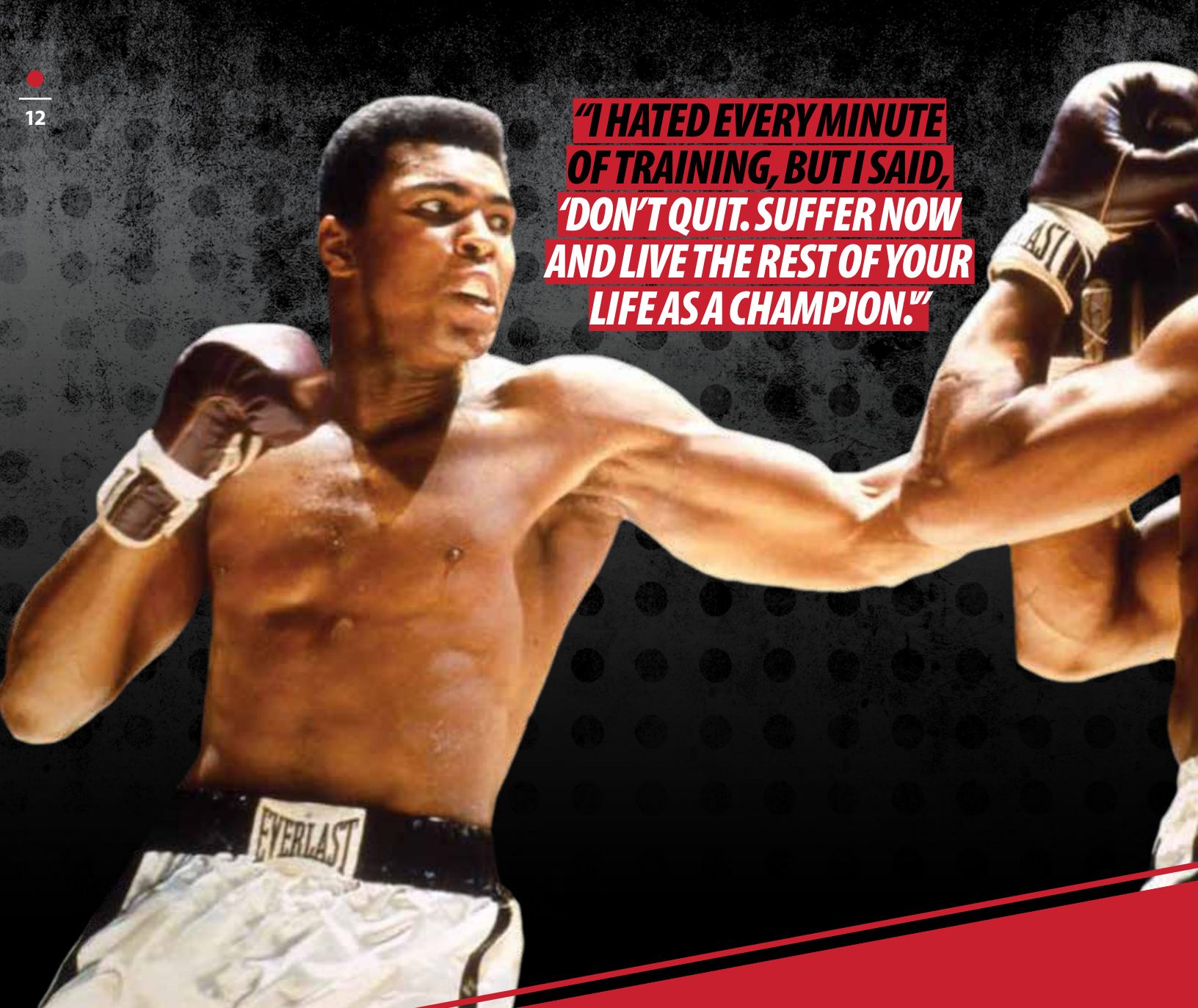


Mohamad Raychouni
Hart-Dushaj
5 Recruits
BRONZE



Craig Strompf
Cindy Furer
5 Recruits
BRONZE

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP



"I HATED EVERY MINUTE OF TRAINING, BUT I SAID, 'DON'T QUIT. SUFFER NOW AND LIVE THE REST OF YOUR LIFE AS A CHAMPION.'"

MUHAMMAD ALI - THE GREATEST

Flickr.com photo used under Creative Commons from Charles LeBlanc.

The BUSINESS ATHLETE



By Max Quasem
Career Agent (Cohen-Cohen SGA Office)

MUHAMMAD ALI was regarded as one of the greatest athletes of the 20th century. He began training when he was 12 years old and was a gold medalist in the light heavyweight boxing division at the 1960 Summer Olympics. He was the first fighter to win the world heavyweight championship on three occasions. He is also remembered for being a champion of social justice.

I have always found parallels between Ali's attitudes toward work and life and my own as a career agent with American Income Life.

Ali once said,

"IMPOSSIBLE IS NOT A FACT. IMPOSSIBLE IS TEMPORARY. IMPOSSIBLE IS NOTHING."

He also took great stock in a quote by Rev. Jesse Jackson, which he used often: "If my mind can conceive it, and my heart can believe it – then I can achieve it." He believed that if you apply yourself with heart and soul, you can achieve the impossible. He was not afraid of any challenge in or outside the ring. That summarizes how I look at myself, my career, and my activities to be the best in my field. Someone told me once that you don't have to always be the best as long as you hit your target. That does not work for me. To be the best is a survival skill!

Muhammad Ali was passionate about everything he did. In the same way, I am

passionate about my career with American Income Life. His boxing skills were excellent and his discipline was admirable, yet he was also a free spirit. I am too. Ali was not the biggest fighter by far; however, he was smart, calculated, prepared, and tough mentally, and physically. I strive to keep my mind sharp by constantly reading, and learning. You can never stop learning. I also work to keep my body in excellent physical shape to endure the long hours in the field.

During his career, Ali had so many triumphs: **56 WINS, 5 LOSSES, 37 KOS**. Champions emulate champions, and legends follow legends. I have also been blessed to have set legendary records in my career with this amazing company: most business written by an agent, 48 consecutive qualifications to the Founder's Club, 16 consecutive qualifications to the President's Club. I never stop writing business, therefore I dominate.

LIKE ALI, I "FLOAT LIKE A BUTTERFLY, STING LIKE A BEE!"

Muhammad Ali said, "I don't count my sit-ups; I only start counting when it starts hurting because they're the only ones that count." I can relate to that being in the field and working long hours when your feet hurt, your head hurts, your back aches, and you are hungry. Don't quit; that's when you are at your best — **WHEN IT HURTS.**

Most of us have a vision of what we want to do, and what we want to be in life; however, the majority of us don't have an idea, the connections, or the means on how to go forward. To make our dreams become a reality, we need help from others whether it's guidance, mentoring, or inspiration from a role model who has demonstrated throughout their careers how to be the best by hard work, passion, and desire.

"HE WHO IS NOT COURAGEOUS ENOUGH TO TAKE RISKS WILL ACCOMPLISH NOTHING IN LIFE."

If you wait to see things with perfect clarity to decide, you will never decide. If you have a desire, dream, and a vision to be the best at what you do, then you shall! Champions aren't made; they are born with a desire to be the best. See it in your mind and you will become it. 🐝



Scott Woodham Photography / Shutterstock.com



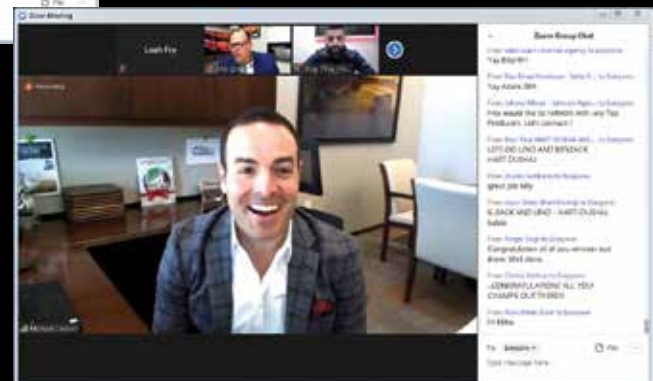
TELL US how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL/NILICO life, submit your story of 500 words or less to lcry@ailife.com. If your story is selected, we'll give you a byline and feature your photo along with the article in a future issue of *Spotlight*.

Leadership Academy

MAY 101 — A VIRTUAL SUCCESS!

Nothing gets in the way of success at AIL-NILICO! Social distancing? Lockdown? No problem! If we can't bring our future leaders to us, we'll drop in on them via Zoom! And that's just what we did for the recent May Leadership 101. Get this: almost 160 future leaders plus Home Office staff were in virtual attendance on May 19-20 as a stellar lineup of speakers brought fire to share. Even our attendees from New Zealand, where it was 4am, were enthusiastically engaged throughout. We're calling our first virtual Leadership Academy a big success!

Remember: if you're interested in pursuing leadership opportunities at AIL-NILICO, talk to your SGA.



WHY WE LOVE THE NEW NORMAL



Michael LiBassi
Division Senior Vice President
American Income Life &
National Income Life Divisions



This was the first thought that came into my mind once we realized COVID was in North America and we needed to plan for its effects. **Event plus Response equals an Outcome.**

Recently, I was studying strategic analysis, specifically the four responses that companies make to crises. Those responses were *retrenchment*, *persevering*, *exit* and *innovating*. *Retrenchment* includes reduction in costs, assets, products and overhead; which includes layoffs and furloughs. *Persevering* is a strategy aimed at maintaining business activities, preserving the status quo and mitigating the adverse impacts of the crisis. *Exit* is discontinuation of a firm's business activities in response to crisis; closing the doors. *Innovating* understands that while crises can have devastating impacts on economies and societies, they also open up an opportunity space for strategic renewal.

As you know, at American Income and National Income, we chose to **INNOVATE**. In a matter of days, thanks to the hard work of many; we developed a strategy to transition our business practices, both recruiting and selling to virtual. The results have been more encouraging than we could have imagined!

In terms of virtual recruiting, we have found several methods that are resulting in growth in the short term and for years to come. First and foremost: our ability to reach more people to show them what *Opportunity Unlimited* is all about. More people (almost twice as many) are joining our virtual webinars because of the convenience this provides. I have been beyond impressed at how quickly and how well the leaders in our organization have adopted and mastered the process of presenting an overview of our company virtually. These two factors have led to records being broken for onboarding agents and future leaders within our company. No doubt the success we are experiencing will help our company realize the goal of 10,000 agents much sooner than previous anticipated.

In the coming pages, you will hear from a few of the SGAs experiencing great success with our innovation to virtual recruiting. These are only a few of the many people across the world with American Income Life and National Income Life who have fallen in love with the "New Normal!"



VIRTUAL RECRUITING

PART OF THE 'NEW NORMAL'

Virtual recruiting was birthed out of the necessity created by social distancing requirements for the COVID-19 pandemic. Who knew the results would prove so effective, we'd decide to integrate it into our list of business practices?

VIRTUAL RECRUITING BEST PRACTICES

Keep your webinars between 25–30 minutes
To maximize audience engagement online, keep your webinars short. Where traditional recruiting presentations run 50–60 minutes, we suggest your virtual recruiting webinars run no more than 25–30 minutes to minimize audience distraction.

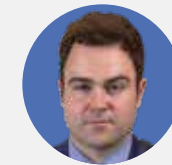
Use Zoom Webinar as your platform
There are a number of ways in which you can host your virtual recruiting webinar; however, Zoom Webinars — not Zoom Meetings — are designed so that the host (and any other designated speakers assigned by the host) can share their video, audio, and screen — no one else. The audience is view-only; they cannot interact, interrupt, or disrupt your webinar, which can happen if you use Zoom Meetings.

Watch your audience
You can learn a lot from watching your audience. Are people 'bugging out' at a certain point in your presentation? Is there a particular place where they seem the most engaged? Noting these things can help you see what is and isn't working in your webinar.

We've had excellent turnout with virtual recruiting. Since it's currently problematic to strike up a friendly conversation with a potential recruit over wings and a drink, virtual recruiting can help bridge the gap until personal recruiting as we know it comes back into play.



TIPS FROM VIRTUAL RECRUITING TRAILBLAZERS



Ryan Bisanz — SGA NJ, PA

Virtual recruiting is the way of the present, and the future. It is a fantastic way to reach so many more potential candidates than we could ever in a physical space. What a great way to provide candidates and people interested in learning more about us, with a full overview of our career without having to leave their house, find childcare, take a day off work, etc.

We recommend:

- Adjusting the initial approach conversation when speaking with applicants and resume database candidates. Make sure they understand the process.
- Promoting the weekly Virtual Overviews as an easier way to personal recruit.
- Increasing social media presence. Because we are now interviewing online, candidates will spend more time searching us online.
- Keep the initial overview to 25–30 minutes. We need to match our overview to the average peak attention time frame of most candidates. Don't bore us, get to the chorus.
- Sending out a virtual PDF with more info to final interview candidates so they have a good understanding of any final points. It is all about transparency.



Brett Gryska — SGA NY

Virtual recruiting is so much more efficient and cost effective. By eliminating the drive time, it takes excuses away for people not showing up. When we do face-to-face group meetings, a candidate would probably spend about 1.5–2.5 hours just getting to the interview. It's more efficient for my managers; now they can spend their time and resources on their people, and focus more on building their pipelines. For the most part, follow-up has been great.

We recommend:

- Running an introduction video before the webinar starts with music and sound. You could also include a countdown so people know when the webinar will begin.
- Presenting ALL the information in 30 minutes. My MGA/RGA's were getting exhausted in final interviews because they were essentially doing a group again. We have eliminated that.
- Allowing them to submit questions for a Q&A at the end.



Mike Vasu — SGA TX

If you want to reach more people, more efficiently, there's no better way than virtual recruiting. The ability to recruit from anywhere, at any time, using technology, opens up more options and levels of flexibility. In today's world, do you think someone would rather spend half a day driving to an office, sitting through a presentation, and then driving back home, or 30 minutes learning about a company before having a more serious conversation about their compatibility with a potential career? It's a no-brainer. It frees up our time for other important tasks.

We recommend:

- Using a variety of sources of recruiting, with each of those sources having its own tracking URL. Use multiple vendors in addition to promoting personal recruiting, Craigslist, RMS, and social media recruiting. It's never been easier to book people for interviews with the Tracking URL. I have one for each vendor as well as each MGA.
- Making sure the presenter is great in front of the camera. The person should speak clearly and be presentable. The surrounding area must be clean and neat, and it's important to deliver a concise and effective overview. Keep it to 30 minutes — any longer and you'll begin to lose people.
- Talking up the MGAs who will follow up with candidates. That introduces them and sets them up to conduct the final interview. It's also good to get feedback from your MGAs as to what they are running into in the final interviews, so you can tweak your message to clarify any confusion.
- Having a system in place to follow up with candidates. We only follow up with those who fill out a survey. This eliminates those who skip that step; the ones that didn't really have any skin in the game. Our MGAs send out a pre-authored personal text with a link to their Calendly. For those who don't respond, we send a follow up text the next day. This has been effective in final interview show ratio and hiring.



1
ALI AYOUB
ST LOUIS, MO



2
HANAN NAGI
ST LOUIS, MO



3
KEVIN GILLUM
BRUNSWICK, OH



4
ARTURO ROMERO
ST LOUIS, MO



5
IRSHAD ABDULMAJEED
ST LOUIS, MO



6
KALEN DUGAN
EL SOBRANTE, CA



7
EDDIE BELESHI
ST LOUIS, MO



8
TRENTON MILLER
SACRAMENTO, CA



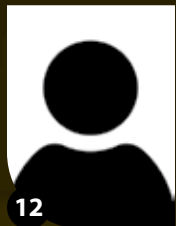
9
HUSSEIN HAMID
ST LOUIS, MO



10
MOUHAMAD BAYDOUN
ST LOUIS, MO



11
KRISTIJAN ZILKOVSKI
ST LOUIS, MO



12
ARIEL OWENS
CLEVELAND, OH



13
ALISHA SMITH
INDIANAPOLIS, IN



14
MICHAELA GRIFFIN
ST LOUIS, MO



15
JOSEPH CILIBERTI
WEXFORD, PA



16
TANNER ARBUTHNOT
ALTAMONTE SPRINGS, FL



17
CONNOR O'LEARY
ST LOUIS, MO



18
KEVIN HENDERSON
AURORA, CO



19
SAMUEL HOLDEN
ROCHESTER, NY



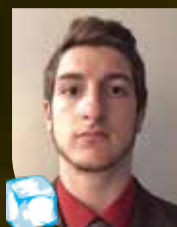
20
ERIC BANKS
CONCORD, CA



ICEBREAKERS
DYLAN CARL
ST LOUIS, MO



ICEBREAKERS
MESELE RUHLAND
CLEVELAND, OH



ICEBREAKERS
GIANNI ARVANITIS
ST LOUIS, MO

APRIL

Rank	Net ALP	NTG	RET	MGA	SGA
1	Ali Ayoub	\$100,887	100		Mohamad Raychouni Hart-Dushaj
2	Hanan Nagi	\$52,210	100		Mohamad Raychouni Hart-Dushaj
3	Kevin Gillum	\$48,933	97		Mark Neilson AO
4	Arturo Romero	\$44,127	87		Mike Paragiou S-S-Parks-Salvaggi
5	Irshad Abdulmajeed	\$35,564	98		Joseph Gojcay Hart-Dushaj
6	Kalen Dugan	\$35,516	93		Harold Durana AO
7	Eddie Beleshi	\$34,286	100		Joseph Gojcay Hart-Dushaj
8	Trenton Miller	\$34,144	94		Mark Neilson AO
9	Hussein Hamid	\$32,755	100		Mohamad Raychouni Hart-Dushaj
10	Mouhamad Baydoun	\$30,426	95		Mohamad Raychouni Hart-Dushaj
11	Kristijan Zilkovski	\$30,137	99		Joseph Gojcay Hart-Dushaj
12	Ariel Owens	\$28,559		75.2	Eric Thompson S-S-Parks-Salvaggi
13	Alisha Smith	\$27,188	91		Glenn Johnson James Cunningham
14	Michaela Griffin	\$26,888	98		Brandon Neal Hart-Dushaj
15	Joseph Ciliberti	\$26,518	88		Carey Hartman Simon Arias
16	Tanner Arbuthnot	\$26,075	91		Beau Locker Matt Henderson
17	Connor O'Leary	\$25,990	96		Joseph Gojcay Hart-Dushaj
18	Kevin Henderson	\$24,566	97		Erin Allen Richard Correa
19	Samuel Holden	\$23,660		86.4	Kimberly Hamilton Brett Gryska
20	Eric Banks	\$21,470	100		Iris Saavedra Don Foti
21	Mauricio Guerrero	\$21,393	100		Angel Contreras Gonzalez-H-W
22	Joshua Hosenbold	\$21,119	95		Beau Locker Matt Henderson
23	Kelly Plouffe	\$20,237	87		Christopher Hintz AO
24	Alessandro Succurro	\$20,062	97		Joseph Gojcay Hart-Dushaj
25	Dylan Carl	\$19,976	98		Edward Leon Hart-Dushaj
26	Vivian Trinh	\$19,963	90		Denis Snyder AO
27	Brandon Yang	\$19,628	92		Mark Neilson AO
28	Weslee Cajeras	\$19,429	97		Jonathan Da-al Steve Friedlander
29	Joseph Michelin	\$19,201	93		Matthew Hudlin Laura Fisher
30	Henry Jacobs	\$19,077		82.7	John Santosuosso Brett Gryska
31	Devin Finley	\$18,833	88		Matthew Dawson S-S-Parks-Salvaggi
32	Jada McGillis	\$18,723	100		Mohamad Raychouni Hart-Dushaj
33	Mesele Ruhland	\$18,694	94		Michael Giachetti S-S-Parks-Salvaggi
34	Jimarr Gallon	\$18,663	85		Brenda Fox Andre McCallum
35	Ramon Noronha	\$18,520	95		Jeffrey Hall Serur-Yagjian
36	Brandy Stewart	\$18,494		92.3	Felicia Steele AO
37	Robert Martik	\$18,479	96		Britton Costa Simon Arias
38	Renee Zinsky	\$18,233		85.3	Samuel Boyle Simon Arias
39	Gianni Arvanitis	\$17,951	100		Mohamad Raychouni Hart-Dushaj
40	Zeinab Aoun	\$17,841	100		Mohamad Raychouni Hart-Dushaj
41	Cory Cannataro	\$17,430	90		Giglione-Ackerman
42	Travis Carpenter	\$17,353	95		Jacqueline Kabluyen AO
43	Tracy Davis	\$17,303	90		Ashley Clarke Ernest Powell
44	Ranee Abbruzzese	\$16,471	92		Magda Figueiredo Giglione-Ackerman
45	Priscila Gonzalez	\$16,431	100		Mark Neilson AO
46	Muhammad Mansoor	\$16,399	100		Jadwiga Martins AO
47	Diego Cordeiro	\$16,296	97		Walter Icaza Beto Quintero
48	Mark Bruce	\$16,272	89		Clayton Slaughter Michael Vasu
49	Cash Sampson	\$16,266	87		Brandon Minor AO
50	Quaneshia Mack	\$16,261	87		Ashley Clarke Ernest Powell

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Kalen Dugan	\$198,856	93		Harold Durana AO
*2	Kevin Gillum	\$191,482	97		Mark Neilson AO
*3	Trenton Miller	\$150,471	94		Mark Neilson AO
*4	Eddie Beleshi	\$108,056	100		Joseph Gojcay Hart-Dushaj
*5	Ali Ayoub	\$105,772	100		Mohamad Raychouni Hart-Dushaj
*6	Arturo Romero	\$97,056	87		Mike Paragiou S-S-Parks-Salvaggi
*7	Devin Finley	\$89,347	88		Matthew Dawson S-S-Parks-Salvaggi
*8	Weslee Cajeras	\$87,188	97		Jonathan Da-al Steve Friedlander
*9	Amy Montelius	\$74,572	92		Phi Phan Desi Dimitrova
*10	Kirsten Puhl	\$74,572	92		Trace Johnson Dustin Venekamp
11	Koa Taylor	\$73,993	93		Anacleto Arevalo AO
12	Rachael Glamp	\$72,398	95		Darez Meriwether AO
13	Joshua Hosenbold	\$72,239	95		Beau Locker Matt Henderson
14	Vivian Trinh	\$72,139	90		Denis Snyder AO
15	Hanan Nagi	\$71,788	100		Mohamad Raychouni Hart-Dushaj
16	Alisha Smith	\$65,706	91		Glenn Johnson James Cunningham
17	Adam Wheeler	\$63,268	91		Michael van Delft Satti-Kanaan
18	Todd Krupa	\$62,683	91		Jessica Chang AO
19	Connor O'Leary	\$62,301	96		Joseph Gojcay Hart-Dushaj
20	Mark Bruce	\$61,424	89		Clayton Slaughter Michael Vasu
21	Ramon Noronha	\$61,375	95		Jeffrey Hall Serur-Yagjian
22	Joseph Michelin	\$61,308	93		Matthew Hudlin Laura Fisher
23	Priscila Gonzalez	\$61,156	100		Mark Neilson AO
24	Cory Cannataro	\$61,068	90		Giglione-Ackerman
25	Bryan Stoddard	\$59,146	94		Jeffrey von Kienast Josh West
26	Renee Zinsky	\$59,002		85.3	Samuel Boyle Simon Arias
27	Kristijan Zilkovski	\$58,961	99		Joseph Gojcay Hart-Dushaj
28	Ryan Clawson	\$57,573	93		Matthew Conrad S-S-Parks-Salvaggi
29	Shane Rendell	\$57,462	88		Claude Hamilton Satti-Kanaan
30	Travis Carpenter	\$57,445	95		Jacqueline Kabluyen AO
31	Irshad Abdulmajeed	\$56,883	98		Joseph Gojcay Hart-Dushaj
32	Silas Merkel	\$55,608	92		Derek Foore S-S-Parks-Salvaggi
33	Theodore Ingram	\$54,724	91		Carey Hartman Simon Arias
34	Adrian Horsham	\$54,688	96		Beau Locker Matt Henderson
35	Brandon Yang	\$54,448	92		Mark Neilson AO
36	Tucker Parrish	\$54,329	96		Mike Paragiou S-S-Parks-Salvaggi
37	Pranvera Kelmendi	\$54,021	89		George O'Shea Giglione-Ackerman
38	Brandon C Johnson	\$52,121	99		Samuel Artzis AO-Lorence
39	Rochelle Magpantay	\$51,911	91		Chris La Fond AO
40	Ariel Owens	\$51,795		75.2	Eric Thompson S-S-Parks-Salvaggi
41	Hisham Tabak	\$51,484		79.7	Behrad Baghbanian AO
42	Tanner Arbuthnot	\$51,422	91		Beau Locker Matt Henderson
43	Andrea Monaghan	\$51,021	96		Michael Barlettano Giglione-Ackerman
44	Priscilla Blanco	\$50,781	88		Phi Phan Desi Dimitrova
45	Anthony Marsella	\$50,736	95		Veronica Coval Laura Fisher
46	Chilynn Acevedo	\$49,206	98		Fisher-Zuzick
47	Tyra Hamilton	\$48,862	87		Michael Mandella AO
48	Terrel Hunt	\$48,622	90		Shahab Mahdavinejad Theodore Pappas
49	William Jones	\$48,492	100		Paul Smith Zach Hart
50	Kevin Pharaon	\$48,337	87		Timothy Bugge Zach Hart

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.



1
JOSHUA DISHONG
CLEVELAND, OH



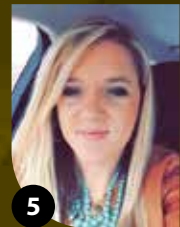
2
JESSE FULLMER
SALT LAKE CITY, UT



3
CHRISTINE MORRIS
TEMPE, AZ



4
MICHAEL VAN DELFT
HALIFAX, NS



5
AMIE KALLWEIT
FORT MORGAN, CO



6
MICHAEL SHERWOOD
CLEVELAND, OH



7
ALEX MILLER
LOS ANGELES, CA



8
ROGER FREDERICKS
LAS VEGAS, NV



9
LILY SAKAI
LOS ANGELES, CA



10
TAULANT BANE
TEMPE, AZ



11
JOHN VACCA
DES PLAINES, IL



12
ELLEN TUTTLE
ROCHESTER, NY



13
ADEM ABDULA
EDISON, NJ



14
DUNI OLUSEGUN
INDIANAPOLIS, IN



15
MUHAMMED ASHRAF
FLUSHING, NY



16
BROCK LAMPEE
PHOENIX, AZ



17
ARMANDO RIVERA
EVERETT, WA



18
MIKE REED
LONDON, ON



19
MELINDA SKINNER
MARIETTA, GA



20
IFEANYI UFODU
ARLINGTON, TX

APRIL

Rank	Net ALP	NTG	RET	MGA	SGA
1	Joshua Dishong	\$85,976	74.4		S-S-Bendure-Hartwig
2	Jesse Fullmer	\$57,865	85.9	Clint Perry	AO
3	Christine Morris	\$46,485	84.7	David Carpenter	Dustin Venekamp
4	Michael van Delft	\$45,148	85.1		Satti-Kanaan
5	Amie Kallweit	\$43,779	74.9	Nicki Griffiths	AO
6	Michael Sherwood	\$38,627	87.0	Peter Kwiatkowski	S-S-Parks-Salvaggi
7	Alex Miller	\$38,121	81.2	Stephen Jeung	Cohen-Cohen
8	Roger Fredericks	\$37,841	85.1	Adrienne Bragas	AO
9	Lily Sakai	\$36,704	93.5		Cohen-Cohen
10	Taulant Bane	\$36,213	81.3	David Carpenter	Dustin Venekamp
11	John Vacca	\$35,929	85.8		Tommy Vena
12	Ellen Tuttle	\$30,975	87.0		Brett Gryska
13	Adem Abdula	\$30,402	73.1	Corey Helly	Giglione-Ackerman
14	Duni Olusegun	\$30,383	81.9		James Cunningham
15	Muhammed Ashraf	\$28,807	84.6	Sabrina Kryshundayal	Theodore Pappas
16	Brock Lampee	\$28,638	94.8	Dustin Dunbar	Dustin Venekamp
17	Armando Rivera	\$28,567	81.7	Hunter Houvener	AO
18	Mike Reed	\$27,194	87.6	Meaghan Krecsko	AO
19	Melinda Skinner	\$26,588	85.9	Melinda Skinner	Kyle Johnson
20	Ifeanyi Ufodu	\$26,414	77.6		AO-Lorence
21	Aref Sayegh	\$26,201	90.2	Phillip Waisman	Satti-Kanaan
22	Chris Anderson	\$25,942	77.1		Mathew Hart
23	Derrick Mason	\$25,771	78.5		Chad Deley
24	Carly Ferraro	\$25,174	81.1	Rita Rider	S-S-Parks-Salvaggi
25	Tony Georges	\$24,398	77.1	Matthew Conrad	S-S-Parks-Salvaggi
26	John Curry	\$24,359	90.9	Brandon Neal	Hart-Dushaj
27	Daniel Prinzo	\$24,154	81.9	Brent Bowling	S-S-Parks-Salvaggi
28	Jessie Holland	\$23,895	77.1	David Carpenter	Dustin Venekamp
29	Meardey Kim	\$23,649	85.1	Yussuf El-Zein	AO
30	Atiya Bell	\$23,493	77.2	Magda Figueiredo	Giglione-Ackerman
31	Hans Klink	\$23,491	86.5	Jason Bratin	Simon Arias
32	Arif Hajro	\$23,465	88.0	Arif Hajro	Mario Hajro
33	Joshua Jahnish-Maltese	\$23,163	75.9	Francis Ingulli	Simon Arias
34	Yollette Mompoin	\$23,104	84.4	Jean Joseph	Tom Williams
35	Mark Lomonaco	\$22,509	82.9	Michael Burningham	AO
36	Irma Gallardo	\$22,376	84.2	Irma Gallardo	AO
37	Vincent Radisek	\$22,272	91.3	Matthew Conrad	S-S-Parks-Salvaggi
38	Tyler Boulden	\$21,418	81.5	Tyler Boulden	Josh West
39	Lleison Martinez	\$21,240	75.5	Begona Patino-Lopez	Cisco Perez
40	Michael Ellis	\$20,621	76.1	Mark Neilson	AO
41	Magaly Una	\$20,520	80.9	Shahab Mahdavejad	Theodore Pappas
42	Matthew Lehman	\$20,494	88.2	Bryan Juskiw	S-S-Bendure-Hartwig
43	Patrycja Grudzinska	\$20,066	77.5		Sabrina Lloyd
44	Michael Romero	\$19,888	82.0	Michael Romero	Mathew Hart
45	Adam Kidikas	\$19,863	75.6		Josh West
46	Dustin Dunbar	\$19,723	90.9		Dustin Venekamp
47	Bryan Juskiw	\$18,789	86.8	Bryan Juskiw	S-S-Bendure-Hartwig
48	Cleopatra Sola	\$18,754	94.8	Blake Higuchi	AO
49	Denis Snyder	\$18,740	87.5	Mark Neilson	AO
50	Jamell Ramsay	\$18,740	80.7	Reynolds Akuamo	Theodore Pappas

ALL TIME RECORD: \$189,995 Net ALP — MARK NEILSON

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$269,208	74.4		S-S-Bendure-Hartwig
*2	Michael van Delft	\$181,824	85.1	Michael van Delft	Satti-Kanaan
*3	Taulant Bane	\$161,421	81.3	David Carpenter	Dustin Venekamp
*4	Roger Fredericks	\$141,233	85.1	Adrienne Bragas	AO
*5	Muhammed Ashraf	\$131,067	84.6	Sabrina Kryshundayal	Theodore Pappas
*6	Ian Pickett	\$128,505	74.9	Bobby Gujral	AO
*7	Tony Georges	\$112,241	77.1	Matthew Conrad	S-S-Parks-Salvaggi
*8	Mike Reed	\$109,352	87.6	Meaghan Krecsko	AO
*9	Lily Sakai	\$104,456	93.5		Cohen-Cohen
*10	Jesse Fullmer	\$103,724	85.9	Clint Perry	AO
11	Roger Fung	\$95,420	83.1		Mathew Hart
12	Alex Miller	\$91,672	81.2	Stephen Jeung	Cohen-Cohen
13	Max Quasem	\$91,112	96.3		Cohen-Cohen
14	Aref Sayegh	\$90,834	90.2	Phillip Waisman	Satti-Kanaan
15	Maren Conway	\$87,670	88.3	Marisa Willgruber	Pappas-Quadri
16	Michael Sherwood	\$87,580	87.0	Peter Kwiatkowski	S-S-Parks-Salvaggi
17	Irma Gallardo	\$86,796	84.2		AO
18	Meardey Kim	\$85,596	85.1	Yussuf El-Zein	AO
19	Maria Diring	\$80,452	77.5	David Wang	Bob Olson
20	Mark Lomonaco	\$78,467	82.9	Michael Burningham	AO
21	Felipe Machado-Santanna	\$78,462	76.2	Begona Patino-Lopez	Cisco Perez
22	Bryan Juskiw	\$77,336	86.8	Bryan Juskiw	S-S-Bendure-Hartwig
23	Daniel Prinzo	\$76,989	81.9	Brent Bowling	S-S-Parks-Salvaggi
24	Dustin Dunbar	\$75,944	90.9		Dustin Venekamp
25	Christine Morris	\$75,356	84.7	David Carpenter	Dustin Venekamp
26	Ellen Tuttle	\$73,972	87.0		Brett Gryska
27	Matthew A Wilson	\$73,410	74.1	Bobby Hamilton	AO
28	Lleison Martinez	\$73,168	75.5	Begona Patino-Lopez	Cisco Perez
29	Ryan Vance	\$71,384	82.7	Derek Foore	S-S-Parks-Salvaggi
30	Elizabeth Garcia	\$71,302	80.4	Zach Otto	Sabrina Lloyd
31	Bradley Christiansen	\$70,832	92.9	Darrell Asbell	AO
32	Atiya Bell	\$68,637	77.2	Magda Figueiredo	Giglione-Ackerman
33	Patricia Santamarina	\$68,469	86.3	Michael Mandella	AO
34	Richard Carter	\$68,379	94.2	Clint Perry	AO
35	Carrisa Korres	\$68,117	85.7	David Wang	Bob Olson
36	Melinda Skinner	\$67,737	85.9	Melinda Skinner	Kyle Johnson
37	Joachim Jean	\$67,662	86.2	Ryan Hall	Laura Fisher
38	George Kamel	\$66,418	88.0	James Sherwood	S-S-Bendure-Hartwig
39	Douglas Clarke	\$66,168	85.8	Joshua Jackson	Brian Schreiter
40	Adem Abdula	\$66,117	73.1	Corey Helly	Giglione-Ackerman
41	Michael Giachetti	\$65,072	74.4	Michael Giachetti	S-S-Parks-Salvaggi
42	Dina Boghdady	\$64,757	82.5	Luay Ghawi	AO
43	Justin Sutton	\$64,701	77.6		Giddens-Giddens
44	Jonni Ng	\$64,679	87.3	Hunter Houvener	AO
45	Cathy Dishong	\$64,210	91.3	Tony Geer	S-S-Bendure-Hartwig
46	Joey Kennedy	\$64,026	79.2		AO
47	Amie Kallweit	\$63,961	74.9	Nicki Griffiths	AO
48	Cleopatra Sola	\$63,428	94.8	Blake Higuchi	AO
49	Altina Arakelian	\$63,397	90.9	Phi Phan	Desi Dimitrova
50	David Melendrez	\$61,849	80.0		Cindy Furer

ALL TIME RECORD: \$756,403 Net ALP — JOSH DISHONG

LIFETIME RECORD: \$3,517,034 Net ALP — MAX QUASEM 11/30/19

SUPERVISING AGENTS



1
LINO STRUSSIONE
ST LOUIS, MO



2
MORIAH CHANDLER
ALTAMONTE SPRINGS, FL



3
BENZACK COOPER
ST LOUIS, MO



4
MORGAN EVANS
ST LOUIS, MO



5
BESIM NIKAJ
ST LOUIS, MO



6
ANDRE BZHETAJ
ST LOUIS, MO



7
ANDRES LIRANZO
FLUSHING, NY



8
DESMOND MARTIN
WEXFORD, PA



9
ANDREA D OWENS
CLEVELAND, OH



10
GIANNI TOMA
TROY, MI

APRIL

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Lino Strussione	\$182,461	\$195,384	85		Mohamad Raychouni	Hart-Dushaj
2	Moriah Chandler	\$135,588	\$135,035	93		Beau Locker	Matt Henderson
3	Benzack Cooper	\$90,390	\$99,087		75.4	Edward Leon	Hart-Dushaj
4	Morgan Evans	\$79,217	\$82,768	99		Mohamad Raychouni	Hart-Dushaj
5	Besim Nikaj	\$38,371	\$43,012	97		Joseph Gojcaj	Hart-Dushaj
6	Andre Bzhetaj	\$33,618	\$34,692	94		Joseph Gojcaj	Hart-Dushaj
7	Andres Liranzo	\$32,968	\$50,062		80.7	Jeffrey Espinal	Theodore Pappas
8	Desmond Martin	\$27,392	\$55,749		76.9	Carey Hartman	Simon Arias
9	Andrea D Owens	\$27,103	\$70,395	89		Eric Thompson	S-S-Parks-Salvaggi
10	Gianni Toma	\$26,462	\$25,628	96		Paul Smith	Zach Hart
11	William Tompkins	\$25,747	\$26,214		78.5	Kevin Butchino	Gabriel Feldmann
12	James Coffee-Tavi	\$25,564	\$29,211	100		Joseph Gojcaj	Hart-Dushaj
13	Michael Nichols	\$24,727	\$32,916	87		Pablo Solis	Mathew Hart
14	Benjamin Kesterson	\$24,520	\$35,789	95		Edward Leon	Hart-Dushaj
15	William Benline	\$24,017	\$35,430	88		Brandon Neal	Hart-Dushaj
16	Angie Erskine	\$22,363	\$22,363	90		Christopher Hintz	AO
17	Mam Njamba Samba	\$21,258	\$22,645	99		Robert Hughes	Bob Olson
18	Arturo Romero	\$21,232	\$67,127	91		Mike Paragiou	S-S-Parks-Salvaggi
19	Brandon Atchley	\$21,099	\$25,817	93		Paul Smith	Zach Hart
20	Dimo Joannidis	\$20,395	\$20,764	93		Brandon Neal	Hart-Dushaj

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Moriah Chandler	\$367,132	\$381,462	93		Beau Locker	Matt Henderson
*2	Lino Strussione	\$201,732	\$264,711	85		Mohamad Raychouni	Hart-Dushaj
*3	Benzack Cooper	\$174,790	\$205,073		75.4	Edward Leon	Hart-Dushaj
*4	Joshua Egyud	\$136,675	\$195,334		78.7	Sokol Fazliu	Simon Arias
*5	Taleb Jammoul Hajali	\$100,841	\$149,481	93		Patricia Contreras	Beto Quintero
6	Morgan Evans	\$89,910	\$101,730	99		Mohamad Raychouni	Hart-Dushaj
7	Andres Liranzo	\$88,428	\$132,135		80.7	Jeffrey Espinal	Theodore Pappas
8	William Benline	\$84,109	\$108,629	88		Brandon Neal	Hart-Dushaj
9	Sullena Staton	\$78,478	\$228,119	85		Steven Dell	Simon Arias
10	Jeffery May	\$74,805	\$110,863		84.3	Derek Foore	S-S-Parks-Salvaggi
11	Brandon Atchley	\$72,213	\$100,939	93		Paul Smith	Zach Hart
12	Triston Miller	\$72,144	\$121,693	90		Brent Bowling	S-S-Parks-Salvaggi
13	Arturo Romero	\$70,927	\$169,752	91		Mike Paragiou	S-S-Parks-Salvaggi
14	Gianni Toma	\$70,506	\$87,558	96		Paul Smith	Zach Hart
15	Andre Bzhetaj	\$68,871	\$82,826	94		Joseph Gojcaj	Hart-Dushaj
16	Dimo Joannidis	\$64,644	\$76,306	93		Brandon Neal	Hart-Dushaj
17	Michael Nichols	\$63,104	\$86,025	87		Pablo Solis	Mathew Hart
18	Besim Nikaj	\$62,303	\$73,891	97		Joseph Gojcaj	Hart-Dushaj
19	Takeya Tatum	\$60,391	\$88,404	90		Jovanie Scarlett	Kyle Johnson
20	Nikolai Zollinger	\$59,257	\$82,485	89		Claude Hamilton	Satti-Kanaan

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCJA GRUDZINSKA | \$788,594 Net ALP — ARIF HAJRO

GENERAL AGENTS



1
GJON LJULJDURAJ
ST LOUIS, MO



2
JOE LEWO
ALTAMONTE SPRINGS, FL



3
JACOB BROWN
ST LOUIS, MO



4
ERIC CABALLERO
LUBBOCK, TX



5
CHRISTIAN GOJCAJ
ST LOUIS, MO



6
VALENTINO KALAJ
ST LOUIS, MO



7
IAN ROULEAU
TROY, MI



8
ANTON LJULJDURAJ
ST LOUIS, MO



9
JORGE TORIBIO
FLUSHING, NY



10
CHRISTOPHER MCGLYNN
ST LOUIS, MO

APRIL

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Gjon Ljuljduraj	\$203,343	\$224,969		81.6	Mohamad Raychouni	Hart-Dushaj
2	Joe Lewo	\$135,588	\$143,815	93		Beau Locker	Matt Henderson
3	Jacob Brown	\$115,600	\$151,987		79.4	Edward Leon	Hart-Dushaj
4	Eric Caballero	\$98,610	\$98,657	90		Heriberto Chavez	Richard Correa
5	Christian Gojcaj	\$81,836	\$90,131	97		Joseph Gojcaj	Hart-Dushaj
6	Valentino Kalaj	\$73,291	\$92,297		73.8	Joseph Gojcaj	Hart-Dushaj
7	Ian Rouleau	\$63,854	\$85,516		80.8	Paul Smith	Zach Hart
8	Anton Ljuljduraj	\$57,004	\$84,468	95		Brandon Neal	Hart-Dushaj
9	Jorge Toribio	\$50,220	\$80,355		81.0	Jeffrey Espinal	Theodore Pappas
10	Christopher McGlynn	\$43,136	\$75,547		78.7	Mike Paragiou	S-S-Parks-Salvaggi
11	Adel Al Choufi Naim	\$41,909	\$49,855	90		Angel Contreras	Gonzalez-H-W
12	Chad Boskat	\$39,277	\$48,676	95		Britton Costa	Simon Arias
13	Selma Ogresovic	\$35,082	\$93,061	87		Kimberly Hamilton	Brett Gryska
14	Brandon Eck	\$34,260	\$91,152	91		Mike Paragiou	S-S-Parks-Salvaggi
15	Jhonatan Quintero	\$33,993	\$49,149	92		Augusto Arango	Hemerson Gonzalez
16	Alexander Marzilli	\$32,336	\$35,687	95			Fisher-Zuzick
17	Travis Picklesimer	\$31,255	\$65,939		76.1	Tony Geer	S-S-Bendure-Hartwig
18	Brandon Dusevic	\$30,721	\$67,424	86		Paul Smith	Zach Hart
19	Erica Robertson	\$30,715	\$46,378	92		Timothy Bugge	Simon Arias
20	John Curry	\$29,305	\$61,525		76.5	Brandon Neal	Hart-Dushaj

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Joe Lewo	\$381,578	\$439,694	93		Beau Locker	Matt Henderson
*2	Ian Rouleau	\$299,843	\$345,621		80.8	Paul Smith	Zach Hart
*3	Gjon Ljuljduraj	\$286,267	\$264,314		81.6	Mohamad Raychouni	Hart-Dushaj
*4	Brandon Dusevic	\$259,834	\$401,641	86		Paul Smith	Zach Hart
*5	Jacob Brown	\$249,535	\$326,903		79.4	Edward Leon	Hart-Dushaj
6	Jenna Gula	\$241,827	\$374,943		76.0	Sokol Fazliu	Simon Arias
7	Christian Gojcaj	\$228,296	\$257,365	97		Joseph Gojcaj	Hart-Dushaj
8	Valentino Kalaj	\$211,384	\$294,059		73.8	Joseph Gojcaj	Hart-Dushaj
9	Eric Caballero	\$202,399	\$213,141	90		Heriberto Chavez	Richard Correa
10	Anton Ljuljduraj	\$189,513	\$278,013	95		Brandon Neal	Hart-Dushaj
11	Klyo Vidal	\$183,856	\$297,679	92		Patricia Contreras	Beto Quintero
12	Jorge Toribio	\$179,879	\$317,721		81.0	Jeffrey Espinal	Theodore Pappas
13	Jason Khodadadian	\$158,701	\$245,768	85		Mariam Shahid	Theodore Pappas
14	Daniel Prinzo	\$158,128	\$538,749		78.1	Brent Bowling	S-S-Parks-Salvaggi
15	Erica Robertson	\$153,075	\$249,715	92		Timothy Bugge	Simon Arias
16	Adel Al Choufi Naim	\$147,702	\$156,241	90		Angel Contreras	Gonzalez-H-W
17	Erika Walker	\$144,602	\$255,481	90		Michael Mandella	AO
18	Christopher McGlynn	\$136,713	\$250,690		78.7	Mike Paragiou	S-S-Parks-Salvaggi
19	Doris Martinez Garcia	\$126,398	\$317,441	89		Sergio Carta	Beto Quintero
20	Storm Hutskal	\$124,768	\$139,718	87		Christopher Hintz	AO

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

APRIL

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Jeffrey Espinal	87.7%	\$182,727	\$97,333	78.3	Theodore Pappas	
Eric Thompson	38.0%	\$148,455	\$107,565	75.7	S-S-Parks-Salvaggi	
Matthew Conrad	13.7%	\$174,743	\$153,741	83.2	S-S-Parks-Salvaggi	
III Bobby Hamilton	113.1%	\$133,463	\$62,617	77.8	AO	
Mark Lahijani	35.8%	\$110,104	\$81,051	73.3	Theodore Pappas	
IV Romal Omid	195.3%	\$160,617	\$54,391	77.8	Mathew Hart	
Daryl Graham	70.6%	\$137,595	\$80,670	75.5	S-S-Parks-Salvaggi	
David Wang	61.2%	\$118,267	\$73,383	75.4	Bob Olson	
V Mike Paragiou	154.8%	\$194,718	\$76,420	78.2	S-S-Parks-Salvaggi	
Chase Miller	55.2%	\$110,794	\$71,399	76.9	S-S-Bendure-Hartwig	
Corey Helly	27.3%	85,508	67,162	73.0	Giglione-Ackerman	
VI Brody Maughan-Evanson	107.3%	\$92,441	\$44,592	76.2	Simon Arias	
Slavita Hut	88.0%	\$90,472	\$48,124	75.8	John Young	
Clint Perry	76.3%	\$115,627	\$65,576	81.4	AO	
VII Matthew Turnquist	80.7%	\$58,271	\$32,239	73.7	Richard Correa	
Travis Vaughn	66.2%	\$89,444	\$53,825	75.3	Simon Arias	
Magda Figueiredo	45.4%	\$84,309	\$57,993	77.2	Giglione-Ackerman	
VIII Joshua Dishong	171.6%	\$93,152	\$34,301	74.4	S-S-Bendure-Hartwig	
Christopher Hintz	148.9%	\$98,508	\$39,582	76.6	AO	
Michael Burningham	46.8%	\$77,738	\$52,940	83.0	AO	
IX Meaghan Krecsko	272.4%	\$109,679	\$29,449	78.7	AO	
Claude Hamilton	165.3%	\$48,998	\$18,467	77.7	Satti-Kanaan	
Saul Lopez	62.1%	\$62,578	\$38,604	74.7	Bob Olson	
X Darrell Asbell	175.4%	\$83,596	\$30,350	76.7	AO	
Daniel Umbertone	105.6%	\$78,309	\$38,090	74.7	AO	
Carlo Buhay	10.1%	\$10,171	\$9,235	77.5	AO	
XI Jon Morrow	77.2%	\$48,052	\$27,121	83.6	S-S-Parks-Salvaggi	
Theodore Ryan	75.8%	\$42,826	\$24,363	73.5	Brett Gryska	
Sean Hansen	31.3%	\$38,921	\$29,648	75.1	Philip Prata	
XII Joshua Goodman	65.4%	\$52,131	\$31,520	77.4	Richard Correa	
Massoud Vaziri	31.1%	\$11,624	\$8,865	75.0	AO	
Charles Ferrari	19.7%	\$19,955	\$16,675	77.8	Simon Arias	
XIII George O'Shea	511.9%	\$41,037	\$6,706	78.0	Giglione-Ackerman	
Shawn Lewicki	426.1%	\$49,653	\$9,439	83.7	Hart-Lewicki	
Maurice Coleman	39.7%	\$35,697	\$25,545	77.7	Brian Schreiter	
XIV Jeremy Rivers	2531990.0%	\$844	\$0	73.2	Kyle Johnson	
Brandon Minor	211.7%	\$28,376	\$9,105	83.4	AO	
Dwayne Gomez	103.6%	\$32,179	\$15,804	78.1	Jose Carvajal	
XV Alexandra Graham	4489.9%	\$32,435	\$707	77.3	Greg Graham	
Jadwiga Martins	312.3%	\$19,131	\$4,640	86.8	AO	
Felicia Steele	106.6%	\$28,086	\$13,595	90.6	AO	

ALL TIME RECORD: \$595,303 Net ALP — MARC SALVAGGI

APRIL ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Joseph Gojcaj	1499.5%	\$437,855	\$29,200	\$496,971	87	Hart-Dushaj	
Mohamad Raychouni	857.1%	\$250,281	\$29,200	\$274,158	87	Hart-Dushaj	
Edward Leon	575.9%	\$168,171	\$29,200	\$222,835	94	Hart-Dushaj	
Heriberto Chavez	369.4%	\$107,868	\$29,200	\$110,666	75.9	Richard Correa	
Paul Smith	323.1%	\$94,335	\$29,200	\$158,419	74.7	Zach Hart	
Brandon Neal	297.0%	\$86,738	\$29,200	\$150,141	92	Hart-Dushaj	
Juan Diaz	188.2%	\$54,949	\$29,200	\$56,813	90	Gonzalez-H-W	
Erin Allen	187.9%	\$54,876	\$29,200	\$95,299	77.0	Richard Correa	
Loraine Harris	184.6%	\$53,895	\$29,200	\$78,176	94	London Nelson	
Augusto Arango	181.2%	\$52,907	\$29,200	\$74,405	77.5	Hemerson Gonzalez	

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Jeffrey Espinal	61.9%	\$809,795	\$500,030	78.3	Theodore Pappas	
III Bobby Hamilton	30.0%	\$495,080	\$380,887	77.8	AO	
Mark Lahijani	18.2%	\$455,122	\$384,886	73.3	Theodore Pappas	
IV Phi Phan	48.7%	\$524,457	\$352,696	78.9	Desi Dimitrova	
Romal Omid	40.7%	\$462,337	\$328,708	77.8	Mathew Hart	
David Wang	38.5%	\$450,055	\$325,022	75.4	Bob Olson	
V Mike Paragiou	97.4%	\$583,312	\$295,549	78.2	S-S-Parks-Salvaggi	
Michael Mandella	66.1%	\$497,156	\$299,379	76.3	AO	
Alberto Alcalá	26.0%	\$365,279	\$289,977	74.0	Ryan Bisanz	
VI Brody Maughan-Evanson	63.7%	\$410,977	\$250,982	76.2	Simon Arias	
Clint Perry	34.5%	\$350,322	\$260,468	81.4	AO	
Jason Bratin	33.3%	\$327,393	\$245,584	82.9	Simon Arias	
VII Sokol Fazliu	78.4%	\$379,811	\$212,875	74.7	Simon Arias	
Joshua Jackson	28.8%	\$307,261	\$238,474	77.7	Brian Schreiter	
Travis Vaughn	22.5%	\$269,806	\$220,261	75.3	Simon Arias	
VIII Christopher Hintz	85.0%	\$343,280	\$185,583	76.6	AO	
Alex Kae	51.3%	\$283,883	\$187,647	85.1	AO	
Joshua Dishong	50.0%	\$276,013	\$184,011	74.4	S-S-Bendure-Hartwig	
IX Meaghan Krecsko	68.7%	\$280,715	\$166,400	78.7	AO	
Ransey Vazquez	47.8%	\$267,856	\$181,237	75.0	Bob Olson	
Melinda-Rae Lyse	44.5%	\$244,896	\$169,452	77.0	AO	
X Darrell Asbell	86.2%	\$288,393	\$154,866	76.7	AO	
Daniel Umbertone	68.9%	\$227,609	\$134,735	74.7	AO	
Kevin Appasamy	31.3%	\$201,411	\$153,368	87.1	AO	
XI Theodore Ryan	52.1%	\$190,313	\$125,083	73.5	Brett Gryska	
Thomas Longino	34.4%	\$177,502	\$132,028	75.5	Don Foti	
Ryan Ohm	32.9%	\$154,938	\$116,605	76.4	Simon Arias	
XII Joshua Goodman	73.7%	\$188,765	\$108,674	77.4	Richard Correa	
Ryan Witham	33.4%	\$141,326	\$105,940	74.7	Brett Gryska	
Levar Morgan	18.6%	\$135,757	\$114,457	76.7	Theodore Pappas	
XIII Shawn Lewicki	130.8%	\$160,250	\$69,423	83.7	Hart-Lewicki	
George O'Shea	93.8%	\$171,826	\$88,672	78.0	Giglione-Ackerman	
Maurice Coleman	56.0%	\$138,450	\$88,722	77.7	Brian Schreiter	
XIV Anadeto Arevalo	315.6%	\$172,143	\$41,423	83.7	AO	
Chris La Fond	123.2%	\$132,507	\$59,365	82.1	AO	
Brandon Minor	98.2%	\$79,919	\$40,324	83.4	AO	
XV Alexandra Graham	375.9%	\$125,725	\$26,417	77.3	Greg Graham	
Jadwiga Martins	203.2%	\$38,305	\$12,634	86.8	AO	
Felicia Steele	101.7%	\$67,604	\$33,512	90.6	AO	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Joseph Gojcaj	612.3%	\$715,209	\$116,800	\$968,043	87	Hart-Dushaj	
Paul Smith	383.9%	\$448,400	\$116,800	\$622,762	74.7	Zach Hart	
Mohamad Raychouni	323.3%	\$377,600	\$116,800	\$493,082	87	Hart-Dushaj	
Edward Leon	248.3%	\$290,009	\$116,800	\$460,208	94	Hart-Dushaj	
Heriberto Chavez	228.4%	\$266,724	\$116,800	\$282,425	75.9	Richard Correa	
Juan Diaz	198.4%	\$231,732	\$116,800	\$232,034	90	Gonzalez-H-W	
Augusto Arango	157.7%	\$184,193	\$116,800	\$291,029	77.5	Hemerson Gonzalez	
Sergio Carta	157.4%	\$183,870	\$116,800	\$466,228	78.3	Beto Quintero	
John Santosuosso	150.9%	\$176,284	\$116,800	\$283,810	77.4	Brett Gryska	
Keeland Bryant	144.4%	\$168,710	\$116,800	\$252,648	91	Ernest Powell	

Spotlight recognizes the top three Master General Agents in Categories I-XV with positive growth and the top ten Rookies with minimum 100% Performance Factor. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2020 Awards Presentation are the top MGA per category from Categories I-XV based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

Rookie

REGIONAL GENERAL AGENTS



REYNOLDS AKUAMOA
FLUSHING, NY



CHRISTOPHER HINTZ
CALGARY, AB



JOSEPH GOJCAJ
ST LOUIS, MO



ERIC THOMPSON
CLEVELAND, OH



MOHAMAD RAYCHOUNI
ST LOUIS, MO



ROMAL OMID
TRACY, CA



JEFFREY VON KIENAST
INDIANAPOLIS, IN



MEAGHAN KRECSKO
LONDON, ON



ANTONIO REYES
WILMINGTON, MA



SEAN HANSEN
MIDDLETOWN, CT



ERIN ALLEN
AURORA, CO



PAUL RUMBUC
ROCHESTER, NY

Spotlight recognizes the top three Regional General Agents in Categories I-XII with positive growth. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2020 Awards Presentation are the top RGA per category from Categories I-XII based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

APRIL

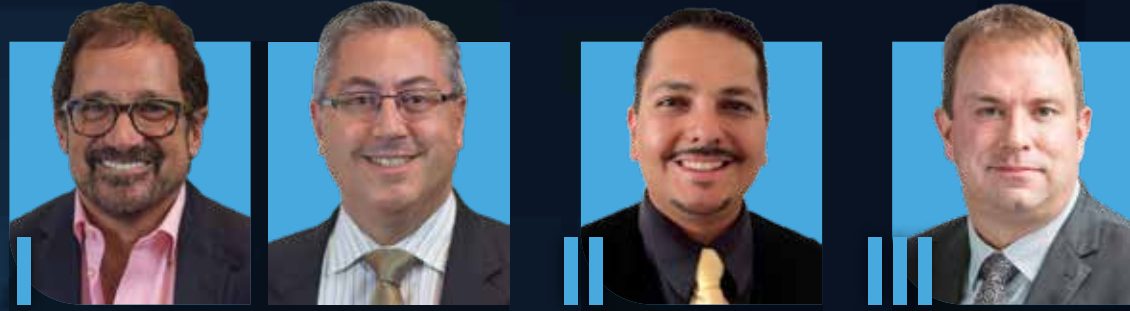
Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Reynolds Akuamo	53.7%	\$416,324	\$270,802	74.3	Theodore Pappas	
Ryan Fickert	39.6%	\$751,584	\$538,218	76.5	Zach Hart	
Corey Helly	22.2%	\$359,691	\$294,396	74.0	Giglione-Ackerman	
II Christopher Hintz	32.9%	\$246,888	\$185,729	76.6	AO	
III Joseph Gojcaj	411.1%	\$682,913	\$133,611	80.7	Hart-Dushaj	
Kimberly Hamilton	29.8%	\$276,220	\$212,757	76.0	Brett Gryska	
Michael Russin	10.3%	\$164,968	\$149,558	78.6	Simon Arias	
IV Eric Thompson	20.5%	\$148,455	\$123,237	75.7	S-S-Parks-Salvaggi	
Michael Gerstein	13.3%	\$150,560	\$132,937	75.2	Giglione-Ackerman	
V Mohamad Raychouni	1228059900.0%	\$409,352	\$0	87	Hart-Dushaj	
Bobby Hamilton	115.7%	\$212,897	\$98,685	77.0	AO	
Jeffrey Espinal	114.1%	\$181,508	\$84,795	78.3	Theodore Pappas	
VI Romal Omid	158.2%	\$148,963	\$57,697	77.3	Mathew Hart	
Mike Paragiou	137.6%	\$242,770	\$102,160	80.2	S-S-Parks-Salvaggi	
David Wang	58.8%	\$132,568	\$83,457	75.9	Bob Olson	
VII Jeffrey von Kienast	84.8%	\$136,901	\$74,069	74.0	Josh West	
Marisa Willgruber	60.1%	\$79,907	\$49,922	75.0	Pappas-Quadri	
Magda Figueiredo	46.6%	\$106,018	\$72,338	74.9	Giglione-Ackerman	
VIII Meaghan Krecsko	110.1%	\$130,039	\$61,883	74.9	AO	
Chase Miller	77.9%	\$113,021	\$63,547	76.9	S-S-Bendure-Hartwig	
Clint Perry	76.3%	\$115,627	\$65,576	81.4	AO	
IX Antonio Reyes	348.8%	\$115,439	\$25,723	88	Serur-Yagjian	
Adam Kidikas	136.5%	\$121,809	\$51,503	74.9	Josh West	
Kelly Ekker	105.6%	\$72,076	\$35,052	80.1	Tiffany Roland	
X Sean Hansen	153.7%	\$75,208	\$29,648	73.6	Phillip Prata	
Andrew Bishop	149.0%	\$101,360	\$40,712	78.8	AO	
Harold Durana	100.3%	\$65,718	\$32,803	92	AO	
XI Erin Allen	1087.1%	\$93,484	\$7,875	77.5	Richard Correa	
Mike Allen	218.4%	\$60,603	\$19,034	91	Travis Moody	
Daniel Umbertone	134.5%	\$78,309	\$33,393	74.7	AO	
XII Paul Rumbuc	3230699900.0%	\$107,690	\$0	92	Brett Gryska	
Diego Arango Puerta	2895059900.0%	\$96,502	\$0	88	Gonzalez-H-W	
Thomas J Vena	2098119500.0%	\$69,937	\$0	100	Tommy Vena	

ALL TIME RECORD: \$1,143,711 Net ALP — MATTHEW PARKS

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Reynolds Akuamo	30.4%	\$1,748,780	\$1,341,251	74.3	Theodore Pappas	
Corey Helly	14.1%	\$1,466,595	\$1,285,073	74.0	Giglione-Ackerman	
Justin Adams	11.8%	\$1,291,328	\$1,154,630	77.9	Simon Arias	
II Joshua Olin	39.4%	\$1,555,845	\$1,116,173	77.3	AO	
Walter Icaza	21.4%	\$1,367,833	\$1,126,793	79.3	Beto Quintero	
III Joseph Gojcaj	65.5%	\$1,156,620	\$698,713	80.7	Hart-Dushaj	
Kimberly Hamilton	23.7%	\$911,548	\$736,704	76.0	Brett Gryska	
Matthew Conrad	18.8%	\$796,308	\$670,379	83.2	S-S-Parks-Salvaggi	
IV Darcy Schrieber	17.6%	\$660,492	\$561,432	76.3	Zach Hart	
Blake Higuchi	12.7%	\$697,896	\$619,184	81.8	AO	
V Jeffrey Espinal	71.0%	\$808,283	\$472,623	78.3	Theodore Pappas	
Mohamad Raychouni	63.5%	\$628,276	\$384,181	87	Hart-Dushaj	
Gary Slocum	53.6%	\$687,812	\$447,934	77.3	Desi Dimitrova	
VI Mike Paragiou	72.5%	\$741,317	\$429,759	80.2	S-S-Parks-Salvaggi	
Romal Omid	41.7%	\$497,714	\$351,175	77.3	Mathew Hart	
David Wang	36.4%	\$536,298	\$393,245	75.9	Bob Olson	
VII Marisa Willgruber	36.9%	\$456,519	\$333,505	75.0	Pappas-Quadri	
Joshua Jackson	34.7%	\$445,711	\$330,944	77.5	Brian Schreiter	
Alex Kae	34.3%	\$404,223	\$300,972	83.5	AO	
VIII Ransey Vazquez	51.3%	\$423,574	\$279,981	76.0	Bob Olson	
Alberto Alcalá	48.3%	\$381,438	\$257,148	74.0	Ryan Bisanz	
Chase Miller	44.1%	\$360,402	\$250,044	76.9	S-S-Bendure-Hartwig	
IX Michael Mandella	113.1%	\$497,156	\$233,296	76.3	AO	
Antonio Reyes	94.3%	\$469,855	\$241,861	88	Serur-Yagjian	
Sokol Fazliu	80.1%	\$380,733	\$211,349	74.7	Simon Arias	
X Andrew Bishop	105.1%	\$310,532	\$151,380	78.8	AO	
Harold Durana	83.6%	\$294,418	\$160,331	92	AO	
Sean Hansen	57.9%	\$260,170	\$164,812	73.6	Phillip Prata	
XI Erin Allen	135.6%	\$306,633	\$130,148	77.5	Richard Correa	
Mike Allen	118.0%	\$253,055	\$116,076	91	Travis Moody	
Ricardo Subero	101.1%	\$245,340	\$122,012	88	Kyle Johnson	
XII Thomas J Vena	2423697500.0%	\$80,790	\$0	100	Tommy Vena	
Paul Rumbuc	1194.9%	\$254,346	\$19,643	92	Brett Gryska	
Justin Brent	547.4%	\$124,005	\$19,156	89	James Cunningham	

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS



GIGLIONE-ACKERMAN

RICHARD CORREA

BOB OLSON



HART-DUSHAJ

LAURA FISHER

NICK MOORE

ERNEST POWELL



HEMERSON GONZALEZ

MARTIN FORSHEE

LONDON NELSON

TOMMY VENA

Recruiting requirements will be waived for Q2. MTD rankings will be based on % of Net ALP Objective met.

EC = 2020 Executive Council Member

† Performance Factor = (% Net ALP Obj + % Recruit Obj) ÷ 2

Spotlight recognizes SGAs in Categories I-XI based on Performance Factor. The SGAs that will be recognized at the 2020 Awards Presentation are the top SGA per category from Categories I-XI based on Performance Factor (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

TOP % OF NET ALP OBJ



TOMMY VENA
Category XII
440.1%



GONZALEZ-H-W
Category XII
398.4%



LONDON NELSON
Category XI
383.2%

APRIL

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I Giglione-Ackerman	109.0	\$651,768	\$598,100		75.1	17.6
S-S-Parks-Salvaggi	100.6	\$1,584,925	\$1,574,800		78.8	72.7
Theodore Pappas	99.7	\$722,282	\$724,400		75.6	6.9
AO	97.2	\$3,860,336	\$3,972,400		77.9	7.4
S-S-Bendure-Hartwig	96.5	\$673,487	\$697,600		80.2	44.3
II Richard Correa	105.7	\$503,528	\$476,200		74.3	24.6
Brett Gryska	104.0	\$629,384	\$605,100		77.4	10.3
III Bob Olson	125.1	\$382,091	\$305,500		74.0	42.3
Mathew Hart	123.0	\$393,705	\$320,000		73.7	35.2
IV Hart-Dushaj	352.6	\$717,528	\$203,500		81.9	145.5
James Cunningham	122.8	\$254,365	\$207,200		75.4	29.4
Serur-Yagjian	107.4	\$226,508	\$210,900		77.7	26.7
Jamison Weatherspoon	105.0	\$314,817	\$299,900		73.1	42.3
V Laura Fisher	101.9	\$155,178	\$152,300		81.0	17.4
Philip Prata	99.4	\$231,814	\$233,200		75.0	9.9
VI Nick Moore	95.2	\$142,637	\$149,900		77.2	22.2
Brian Schreiter	95.1	\$140,875	\$148,100	90		-14.9
VII Ernest Powell	235.8	\$230,620	\$97,800		73.3	155.8
Josh West	234.5	\$209,668	\$89,400		73.9	99.4
Ryan Bisanz	107.0	\$126,517	\$118,200		75.0	5.0
IX Hemerson Gonzalez	146.1	\$97,611	\$66,800		79.1	62.2
John Young	140.4	\$90,846	\$64,700		75.8	74.1
Hart-Lewicki	122.1	\$95,260	\$78,000		77.6	48.2
X Martin Forshee	103.8	\$62,177	\$59,900	90		7.0
XI London Nelson	383.2	\$123,578	\$32,250	89		N/A
Fisher-Zuzick	100.7	\$55,693	\$55,300		73.4	69.9
Jeremy Welch	96.2	\$31,027	\$32,250	86		866.1
XII Tommy Vena	440.1	\$141,936	\$32,250	100		N/A
Gonzalez-H-W	398.4	\$128,470	\$32,250	89		N/A
Mario Hajro	285.7	\$92,129	\$32,250	94		N/A
HO Houston Latino	198.2	\$63,916	\$32,250	92		N/A
Kyle Wrobel	113.0	\$36,456	\$32,250	93		6.1

YTD

Category	PF†	Net ALP	Net ALP Obj	% Net Obj	Recruits	Rec Obj	% Rec Obj	NTG	RET	% Growth
I Giglione-Ackerman	105.0	\$2,681,067	\$2,679,500	100.1	\$178	\$141	110.0		75.1	13.4
AO	104.2	\$17,437,495	\$17,224,900	101.2	\$630	\$588	107.1		77.9	15.3
Theodore Pappas	103.1	\$3,279,350	\$3,184,400	103.0	\$127	\$123	103.3		75.6	16.5
Zach Hart	97.1	\$2,368,004	\$2,606,300	90.9	\$124	\$120	103.3		76.7	3.6
Simon Arias	96.1	\$5,896,722	\$6,892,300	85.6	\$301	\$282	106.7		77.8	-0.4
II Brett Gryska	101.3	\$2,209,517	\$2,385,900	92.6	\$81	\$72	110.0		77.4	4.1
Cohen-Cohen	96.3	\$1,542,818	\$1,869,000	82.5	\$60	\$54	110.0		80.6	-6.6
III Beto Quintero	127.6	\$1,370,456	\$895,300	153.1	\$95	\$93	102.2		79.2	82.5
Bob Olson	109.7	\$1,475,140	\$1,349,500	109.3	\$137	\$117	110.0		74.0	25.4
Satti-Kanaan	102.8	\$1,275,994	\$1,334,600	95.6	\$51	\$45	110.0		78.7	10.9
IV Hart-Dushaj	151.8	\$1,405,265	\$725,500	193.7	\$54	\$48	110.0		81.9	88.7
Jamison Weatherspoon	109.9	\$1,334,251	\$1,215,200	109.8	\$122	\$105	110.0		73.1	31.2
James Cunningham	91.1	\$793,123	\$1,027,100	77.2	\$63	\$60	105.0		75.4	-12.8
V Desi Dimitrova	126.1	\$740,626	\$502,000	147.5	\$44	\$42	104.8		77.0	75.6
Laura Fisher	91.7	\$671,310	\$687,200	97.7	\$36	\$42	85.7		81.0	12.4
VI Nick Moore	110.8	\$650,406	\$535,100	121.5	\$30	\$30	100.0		77.2	44.0
Pappas-Quadri	94.4	\$514,101	\$579,500	88.7	\$39	\$39	100.0		75.5	3.9
Brian Schreiter	94.1	\$523,819	\$669,200	78.3	\$33	\$30	110.0	90		-15.3
Travis Moody	90.5	\$418,107	\$543,500	76.9	\$25	\$24	104.2		77.2	-12.9
VII Ernest Powell	138.8	\$638,210	\$381,000	167.5	\$46	\$30	110.0		73.3	89.7
Ryan Bisanz	116.4	\$497,794	\$402,300	123.7	\$36	\$33	109.1		75.0	35.5
Josh West	111.9	\$545,289	\$355,200	153.5	\$19	\$27	70.4		73.9	62.2
VIII Tiffany Roland	106.5	\$384,884	\$373,800	103.0	\$27	\$21	110.0		78.7	18.1
Byron Paz	105.9	\$370,267	\$363,900	101.7	\$25	\$18	110.0	87		14.7
IX John Young	138.5	\$327,683	\$196,100	167.1	\$38	\$30	110.0		75.8	96.9
Hemerson Gonzalez	133.8	\$328,652	\$163,550	200.9	\$16	\$24	66.7		79.1	179.4
Hart-Lewicki	95.6	\$368,317	\$341,400	107.9	\$20	\$24	83.3		77.6	25.6
Denis-Michael Catalano	92.2	\$292,377	\$393,500	74.3	\$34	\$24	110.0	87		-16.3
XI London Nelson	152.1	\$263,316	\$129,000	204.1	\$21	\$21	100.0	89		N/A
Fisher-Zuzick	115.7	\$216,083	\$164,500	131.4	\$21	\$21	100.0		73.4	235.7
XII Gonzalez-H-W	222.1	\$431,157	\$129,000	334.2	\$35	\$21	110.0	89		N/A
HO Houston Latino	202.0	\$379,227	\$129,000	294.0	\$32	\$12	110.0	92		N/A
Tommy Vena	174.8	\$160,983	\$64,500	249.6	\$3	\$3	100.0	100		N/A
Mario Hajro	151.1	\$260,884	\$129,000	202.2	\$4	\$4	100.0	94		N/A
Kyle Wrobel	95.0	\$141,968	\$129,000	110.1	\$4	\$5	80.0	93		-22.2
Andrew Wagner	91.1	\$93,173	\$129,000	72.2	\$7	\$5	110.0	88		N/A

CATEGORY I



1
SUSAN GILBERT
LINCOLNWOOD, IL



2
MALKA ARONY
CAVE CREEK, AZ



1
KATHY PAPPAS
ROSLYN HARBOR, NY



2
TIM O'CONNOR
YUKON, OK



1
AMANDA CROSS
LEXINGTON, KY



2
SARAH THOMSON-DUFRECHOU
MEMPHIS, TN

CATEGORY II

CATEGORY III

CATEGORY IV



1
ERICA DALAGER
LAKELAND, MN



2
FRAN CHRISTIE
WHITE ROCK, BC



1
RANDY STOCKLEY
TWILLINGATE, NL



2
LAURIE GRUBER
HAMMOND, WI



1
MARK FLEMM
LEECHBURG, PA



2
GEORGE MURRY
MONTGOMERY, AL

CATEGORY V

CATEGORY VI

CATEGORY VII



1
WILLIAM ROL
HONOLULU, HI



2
BRENDA WADEY
CALGARY, AB



1
LINDSAY MCCLELLAND
GASTONIA, NC



2
JOSEPH TIBAYAN
OTTAWA, ON

CATEGORY VIII

TOP MANAGERS

CATEGORY I



1
JT TASKER
ROCHESTER, NY

CATEGORY II



1
BETH FARM
COLLIERVILLE, TN

CATEGORY III



1
KATHERINE PRATT
LEAVITTSBURG, OH

INDIVIDUAL REPS: APRIL

Category	Rank	Cards	Obj	% Obj	
I	1	Susan Gilbert	2,966	1,321	224.6%
	2	Malka Arony	4,234	2,739	154.6%
	3	David Scalisi	1,872	1,641	114.1%
II	1	Kathy Pappas	2,392	1,059	225.9%
	2	Tim O'Connor	1,541	1,161	132.7%
	3	Janis Pitts	1,390	1,210	114.9%
III	1	Amanda Cross	1,217	924	131.7%
	2	Sarah Thomson-Dufrechou	1,118	885	126.3%
	3	Vivian Dwyer	1,181	1,019	115.9%
IV	1	Erica Dalager	5,667	882	642.9%
	2	Fran Christie	1,949	805	242.2%
	3	Larry Lozano	1,610	752	214.0%
V	1	Randy Stockley	2,448	682	358.9%
	2	Laurie Gruber	1,636	716	228.3%
	3	Rachel Shelton	1,267	685	185.1%
VI	1	Mark Flemm	2,336	628	371.8%
	2	George Murry	1,357	597	227.3%
	3	Katy Hogge	1,349	628	214.7%
VII	1	William Rol	737	513	143.7%
	2	Brenda Wadey	629	523	120.3%
	3	Barbara Rabelo	470	528	89.0%
VIII	1	Lindsay McClelland	726	458	158.4%
	2	Joseph Tibayan	659	458	143.8%
	3	Chas Robinson	1,726	1,833	94.2%
Rookie	1	Joseph Tibayan	659	458	143.8%
IceBreaker	1	Lindsay McClelland	726	458	158.4%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	Malka Arony	20,671	10,956	188.7%
	2	Pam Monetti	6,499	5,478	118.6%
	3	Lisa Johnson	6,220	6,324	98.4%
II	*1	Robin Denham	6,837	5,020	136.2%
	2	Tim O'Connor	5,245	4,645	112.9%
	3	Kathy Pappas	4,340	4,235	102.5%
III	*1	Amanda Cross	4,609	3,696	124.7%
	2	Al Wall	4,008	3,692	108.6%
	3	Timothy Leary	3,942	4,075	96.7%
IV	*1	Erica Dalager	6,739	3,526	191.1%
	2	Lisa Bennett	5,884	3,424	171.8%
	3	Fran Christie	4,672	3,219	145.1%
V	*1	Patrena Smith	7,536	2,708	278.2%
	2	Randy Stockley	6,711	2,728	246.0%
	3	Morgan Breier	5,204	2,679	194.3%
VI	*1	George Murry	4,093	2,388	171.4%
	2	Jaymz Hall	3,683	2,565	143.6%
	3	Mark Flemm	3,149	2,514	125.3%
VII	*1	William Rol	4,417	2,051	215.3%
	2	Criseida Hernandez	3,038	2,222	136.7%
	3	Mickey Boysza	2,536	2,209	114.8%
VIII	*1	Linh Nguyen	2,711	1,892	143.3%
	2	Joseph Tibayan	2,483	1,833	135.4%
	3	Chas Robinson	1,726	1,833	94.2%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: APRIL

Category	Rank	Cards	Obj	% Obj	
I	1	JT Tasker	10,069	5,859	171.9%
	2	Dawn Trudden	5,950	5,325	111.7%
II	1	Beth Farm	6,383	5,006	127.5%
	2	Stephanie Baumann	4,391	4,186	104.9%
III	1	Katherine Pratt	5,635	3,665	153.7%
	2	Deborah Boles	3,208	2,196	146.0%

MANAGERS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	Christa Davis	32,259	23,303	138.4%
	2	Cindy Cleary	25,150	23,082	109.0%
II	*1	Stephanie Baumann	17,661	16,742	105.5%
	2	Beth Farm	18,826	20,022	94.0%
III	*1	Rosanna Gill	15,916	12,262	129.8%
	2	Billy Sauers	14,203	12,896	110.1%

MOST ORIGINAL CARDS GENERATED: YTD



1
PATRENA SMITH
E HARTFORD, CT

1 PATRENA SMITH
4,929

2 AL WALL
3,069

3 CAS ROBINSON
2,455

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

WORLD'S GREATEST BONUS



1 **JOSHUA DISHONG**
\$21,630
S-S-Bendure-Hartwig

2 **ALI AYOUB**
\$19,516
Hart-Dushaj

3 **JESSE FULLMER**
\$13,702
AO

4 **MICHAEL VAN DELFT**
\$11,386
Satti-Kanaan

5 **CHRISTINE MORRIS**
\$10,931
Dustin Venekamp

APRIL BONUS LEADERS | PAYOUT: \$2,881,957 | QUALIFIERS: 4,199

- \$21,630 Joshua Dishong
- 19,516 Ali Ayoub
- 13,702 Jesse Fullmer
- 11,386 Michael van Delft
- 10,931 Christine Morris
- 9,340 Arturo Romero
- 9,286 Kalen Dugan
- 8,643 Eddie Beleshi
- 8,563 Trenton Miller
- 8,429 Mike Reed
- 8,380 John Vacca
- 8,312 Lily Sakai
- 8,244 Adrienne Bragas
- 8,157 Carmen Arroyo
- 7,492 Cleopatra Sola
- 7,366 Alex Smith
- 7,256 Irshad Abdulmajeed
- 7,070 Alex Miller
- 6,985 Michael Sherwood
- 6,882 Roger Fredericks
- 6,864 Muhammed Ashraf
- 6,642 Weslee Cajeras
- 6,562 Ryan Fickert
- 6,461 Amie Kallweit
- 6,311 Brock Lampe
- 6,119 Dustin Dunbar
- 6,068 Matthew A Wilson
- 6,019 Elizabeth Garcia
- 5,974 Duni Olusegun
- 5,889 Aref Sayegh
- 5,854 Adem Abdula
- 5,845 Irma Gallardo
- 5,844 Ellen Tuttle
- 5,840 Altina Arakelian
- 5,805 Melissa Hayfa
- 5,708 Maria Rowena Maqgualat
- 5,535 Ariel Owens
- 5,471 Armando Rivera
- 5,452 Andrew Chambers
- 5,441 Alisha Smith
- 5,424 Vincent Radisek
- 5,372 John Curry
- 5,345 Mouhamad Baydoun
- 5,235 Vivian Trinh
- 5,213 Melinda Skinner
- 5,212 Joseph Ciliberti
- 5,208 Kristijan Zilkovski
- 5,115 Hussein Hamid
- 5,086 Mark Lomonaco

- \$5,000 Carly Ferraro
- 4,965 Michaela Griffin
- 4,912 Matthew Lehman
- 4,893 Steve Hartman
- 4,829 Daniel Prinzo
- 4,826 Meardey Kim
- 4,816 Samisoni Koloa
- 4,763 Jennifer Ragan
- 4,757 Arif Hajro
- 4,750 Hans Klink
- 4,716 Jamell Shawsay
- 4,702 Duane Shaw
- 4,670 Ifeanyi Ufundu
- 4,630 Lauren Coyne
- 4,575 Alessandro Succurro
- 4,553 Yolette Mompoin
- 4,553 Derrick Mason
- 4,514 Joshua Jahnish-Maltese
- 4,478 Michael Romero
- 4,476 Samuel Holden
- 4,448 Chris Anderson
- 4,443 Renee Zinsky
- 4,412 Connor O'Leary
- 4,339 Cameron Ontko
- 4,326 Wleslee Martinez
- 4,255 Patrycja Grudzinska
- 4,246 Devin Finley
- 4,222 Atiya Bell
- 4,211 Michael Ellis
- 4,205 Jacob Brown
- 4,173 Kevin Henderson
- 4,115 Kelly Plouffe
- 4,105 Max Quasem
- 4,028 Denis Snyder
- 3,959 Alon Barnur
- 3,902 Mark Bruce
- 3,875 Justin Irwin
- 3,867 Douglas Clarke
- 3,853 Tanner Arbutnot
- 3,846 Brandy Stewart
- 3,804 Bryan Juskiw
- 3,754 Tony Georges
- 3,735 Joseph Michelin
- 3,728 Christopher McGlynn
- 3,700 Magaly Una
- 3,691 Ian Pickett
- 3,686 Dylan Carl
- 3,683 Sandy Metellus
- 3,677 Pranvera Kelmendi
- 3,642 Anthony Greco
- 3,639 Cushey Dushong
- 3,625 Diego Cordeiro

- \$3,595 Mauricio Guerrero
- 3,574 Krystal McGlowen
- 3,573 Priscila Gonzalez
- 3,566 Rachael Glamp
- 3,562 Eric Banks
- 3,544 Tyler Boulden
- 3,499 Richard Sidoti
- 3,496 Steven Counts
- 3,494 Breann Haley
- 3,494 Maria Diringer
- 3,492 Eddie Pourjalali
- 3,481 Cody Roark
- 3,469 Jonny Ng
- 3,444 Joey Kennedy
- 3,432 Richard Carter
- 3,424 Deon Taisacan
- 3,415 Kirsten Puhl
- 3,395 Felipe Machado-Santanna
- 3,383 Henry Jacobs
- 3,373 Roger Fung
- 3,363 Tucker Parrish
- 3,348 Jennilyn
- 3,308 Alexendra Berberich
- 3,262 Evan Reid
- 3,233 Dina Boghdady
- 3,184 Joshua Hosenbold
- 3,179 Patricia Santamarina
- 3,173 Jimarr Gallon
- 3,172 Jada McGillis
- 3,170 Kelvin Ellmers
- 3,154 DeAnthony Hartman
- 3,143 Funmilola Elumade
- 3,143 Carrisa Korres
- 3,129 Joachim Jean
- 3,123 Peter Gabranski
- 3,118 Bradley Christiansen
- 3,109 Vanessa Mendez
- 3,102 Andres Liranzo
- 3,031 David Melendrez
- 3,026 Kristopher Bour
- 3,017 John Torres
- 3,017 Ramon Noronha
- 2,976 Marie Campbell
- 2,969 Peer Shmelzer
- 2,967 Ariel McAlister
- 2,956 Robert Martik
- 2,952 Cash Sampson
- 2,940 Bryan Stoddard
- 2,936 Hisham Tabak
- 2,936 Karem Mutia
- 2,921 Erna Gasanin

- \$2,903 Brittmarie Yarian
- 2,894 Gregory McDuffie
- 2,893 David Staffieri
- 2,885 Mark Diskin
- 2,868 George Kamel
- 2,866 Eric LaBossiere
- 2,863 Mariam Shahid
- 2,853 Kevin Pharaon
- 2,844 Sandra Dumas
- 2,834 Jon Golin
- 2,828 Zeinab Aoun
- 2,796 Cameron Russell
- 2,794 Kasali Kotun
- 2,784 Jean Joseph
- 2,746 Cory Cannataro
- 2,736 Betsy Adney
- 2,734 Alipate Makaui
- 2,733 Nicholas Chuma
- 2,731 Nathan Sloane
- 2,724 Stephanie Harris
- 2,721 Tracy Davis
- 2,701 Ashley Rust
- 2,699 Jacob Krakora
- 2,691 Michael Giachetti
- 2,654 Wesley Bromley
- 2,654 Jessie Holland
- 2,649 Brandon Yang
- 2,646 Marc Futterweit
- 2,645 Jihad Ottallah
- 2,637 Theodore Ingram
- 2,633 Tyler McKnight
- 2,632 Alex Grushko
- 2,627 Dianka Blash
- 2,626 Jonathan Rindt
- 2,619 Luc Do
- 2,619 Eric Butt
- 2,617 Kevin Caceres
- 2,615 Harvey Quinn
- 2,601 Ryan Clawson
- 2,594 Matthew Zang
- 2,589 Preston Lewis
- 2,576 Joseph Sarasin
- 2,557 Mesele Ruhland
- 2,557 Gianni Arvanitis
- 2,554 Raneae Abbuzzese
- 2,554 Stephanie Olsen
- 2,548 Andrea Monaghan
- 2,547 Quesha Mack
- 2,542 Ryan Vance
- 2,521 Tyrese Holland
- 2,521 Marc Albo
- 2,511 Christian Cortes

- \$2,511 Cathleen Hairston
- 2,503 Manuel Diaz
- 2,503 Justin Diaz
- 2,501 Chase Miller
- 2,484 Alexandra Herrera
- 2,471 Adrian Horsham
- 2,469 Corey Helwig
- 2,459 Jeffrey Hudson
- 2,456 Aaron Ebel
- 2,451 Chilynn Acevedo
- 2,444 Nan Chen
- 2,441 Cory Moncol
- 2,438 Caleb Amoros
- 2,435 Eugene Gardner
- 2,430 Tiffney Harmouche
- 2,414 Hasan Ghazal
- 2,409 Alex Gonzales
- 2,408 Lincoln Dziekonski
- 2,394 Damen Hartwick
- 2,393 Christopher Rolph
- 2,391 Terry Powers
- 2,386 Marvin Fernandez
- 2,385 Charles Lombardo
- 2,383 Robert Jackson
- 2,375 Christopher Carns
- 2,373 Kevin Dimery
- 2,372 Jorge Guerra
- 2,367 Andre Crump
- 2,363 Andrea D Owens
- 2,361 Brandon C Johnson
- 2,347 Tyler Menge
- 2,345 Lukas Dunman
- 2,335 Justin Sutton
- 2,329 Lorena Barriere
- 2,318 Andria Grimsley
- 2,316 Joseph Rotolo
- 2,311 Gabriela Reyna
- 2,311 Geoffrey Griffin
- 2,307 Teralynn Parodi
- 2,302 Brandon Dusevic
- 2,299 Bruce Viaje
- 2,289 Jeffrey Atkinson
- 2,286 Bowen Sweeney
- 2,282 Beau Minnick
- 2,270 Gavin Gavazzi
- 2,228 Mark Helton
- 2,226 Roxie Soto
- 2,222 Carly Baird
- 2,215 Kathryn Gilluly
- 2,215 Jordon Graham
- 2,209 Deaveon Francisco
- 2,200 Bryon Eddinger

- \$2,199 Janelle Soriano
- 2,194 Charles Son
- 2,193 Randy Ortiz
- 2,193 Yashica Caffee
- 2,190 Taleb Jammoul Hajali
- 2,187 Evelyn Hoyos
- 2,185 Marc Dorceus
- 2,183 Anthony Salerno
- 2,179 King Hassan-Olajoku
- 2,175 Iris Saavedra
- 2,167 Al-Shakise Anderson
- 2,158 Ronald Davis
- 2,130 Jennifer Anthes
- 2,130 Chris McFoy
- 2,149 Zachary Hager
- 2,148 Horace Johnson
- 2,144 Carmela Pellen
- 2,144 Patriona Thomas
- 2,143 Kashaala Guiden
- 2,142 Nathan Sloane
- 2,141 Gabriell Natha
- 2,138 Rachel Canning
- 2,137 Adam Kidikas
- 2,137 Ross Ewen
- 2,131 Alexandra Longo
- 2,127 Loraine Harris
- 2,126 Victor Mendoza-Ronquillo
- 2,113 Shea Baynes
- 2,113 Mitchell Mickovic
- 2,108 Jesse Benwell
- 2,094 Khadijah Muhammad
- 2,096 Nabil Atallah
- 2,096 Colin Ghee
- 2,088 Alanna Williams
- 2,082 Bruce Tan
- 2,081 Klaudio Martinaj
- 2,078 Angelique Piquion
- 2,077 Logan Calman
- 2,075 Cody Langston
- 2,071 Matthew Stewart
- 2,071 Rita White
- 2,061 Ryan Klontz
- 2,053 Zindora Crawford
- 2,039 Evelyn Howell
- 2,030 Christopher Rantanes
- 2,030 Adam Calnan
- 2,028 Sandra Winstead
- 2,019 Patrick Guthrie
- 2,016 Denise Masulit
- 2,008 Carly Baird
- 2,003 Lindsey Dettwiller
- 2,003 Xavier Williams
- 2,003 Crystal Vairetta
- 1,988 Kristi Vang

- \$1,988 Sharon Briscoe
- 1,980 Oscar Cardoza
- 1,980 Latrece Watson
- 1,979 Nelson Radnoty
- 1,975 Rochelle Royce
- 1,975 Akinyemi Akinseye
- 1,974 Matthew Simon
- 1,973 Ryan Slone
- 1,971 Jeffrey Tillman
- 1,969 Anthony Marsella
- 1,963 Charles Coleman
- 1,955 Paula Thompson
- 1,943 Linda Marquez
- 1,940 Shane Rendell
- 1,940 Brandon Eck
- 1,939 Kenan Hyseni
- 1,923 Julia Loboda
- 1,922 Eileen Vasquez
- 1,912 Julie Aprahamian
- 1,907 Enid Franco
- 1,904 Lena McKinney
- 1,901 Orett Nelson
- 1,898 Michael Battaglio
- 1,897 Jordan T Brown
- 1,895 Alex Reinoso
- 1,894 James C Carter
- 1,886 Rugger Bates
- 1,884 Nathan Brake
- 1,881 Tina Skalkos
- 1,878 Logan Klink
- 1,872 Firooz Omar
- 1,868 Rebecca Mehlinger
- 1,866 Darren Lawhon
- 1,866 Donald Gregoire
- 1,865 Steven Dell
- 1,865 Jesse Doherty
- 1,863 Talisilia Tuionetoa
- 1,859 Sonia Silva
- 1,856 Sharon Jones
- 1,849 Stephen Coons
- 1,846 Vivienne Matalon
- 1,842 Amy Montelius
- 1,833 Tiffany Perdue
- 1,831 Andrew Bishop
- 1,830 Ronald Davis
- 1,818 Jennifer Anthes
- 1,818 Gregoery Sirmans
- 1,815 Zachary Hager
- 1,814 Trace Cary
- 1,807 Igor Melcharek
- 1,806 Joseph Hogue
- 1,805 Trevor Mayer
- 1,801 Sharhanda Byers
- 1,799 Joseph Bell
- 1,798 Hunter Bischoff
- 1,796 Sky Plunkett
- 1,795 Dalton Rupp
- 1,792 John Schaeffer
- 1,791 William Benline
- 1,787 Shyla Bateast
- 1,785 Allison Kusgen
- 1,784 Antonio Ordonez
- 1,784 Jesse Benwell
- 1,775 Kyle Daly
- 1,771 George Ray
- 1,766 David Rigney
- 1,765 Cassandra Bryce
- 1,757 Gary Wilson
- 1,752 Crystal Boardman Vitone
- 1,749 Jonathan Collins
- 1,749 Kelly McDonald
- 1,745 Melissa Losk
- 1,743 Rita White
- 1,734 Mauro Capozucca
- 1,732 Taurean Flournoy
- 1,730 Phillip Rigoli
- 1,730 John Wegley
- 1,727 Meaghan Montoya
- 1,726 Klyo Vidal
- 1,725 Muhammad Mansoor
- 1,722 Jillian Getz
- 1,723 Tina Pitts
- 1,722 Alioune Sy
- 1,722 Katie Mitchell
- 1,722 Crystal Walker
- 1,717 Michael Ezeafulukwe

- \$1,715 Sean Taylor
- 1,703 Snoor Qaradaghi
- 1,701 Adam Wheeler
- 1,696 Jesse Briscoe
- 1,688 Jacquelyn Andaluz
- 1,688 Victoria Lopes
- 1,688 Alexander Valencia
- 1,679 Shirly Palacios
- 1,676 Victoria Varney
- 1,670 Brandon Chow
- 1,666 Gregory S Miller
- 1,666 Ahmed Kassem
- 1,663 Vera Leus
- 1,661 Feagay Singh
- 1,657 Nick Scordos
- 1,650 Jacqueline Kabluyen
- 1,649 Jesenia Munoz
- 1,647 Brendan Whitted
- 1,642 Pa Aliue Kasseh
- 1,642 Kyla Greig
- 1,641 Benci Lavorini
- 1,639 Jimmy Quifille
- 1,638 Melissa Robbins
- 1,634 Darcy Cordingley
- 1,630 Keona France
- 1,629 Babajide Obashoto
- 1,626 Michael Jervinsky
- 1,625 Jake Lee
- 1,625 Jovencio Sales
- 1,621 Rana Shirer
- 1,616 Craig Stropf
- 1,615 Kamal Tayyib
- 1,615 Scott Whitford
- 1,615 David Sims
- 1,614 Leonardo Alsina
- 1,613 Janel Wilder
- 1,611 Saul Gonzalez
- 1,606 Tony Geer
- 1,605 Michael Lewo
- 1,601 Eric Elrod
- 1,600 David Murphy
- 1,599 Laota Rassoull
- 1,590 Antonino Taormina
- 1,590 Bryson McCleary
- 1,588 Alan Sedaghat
- 1,588 Gregoery Sirmans
- 1,586 Javier Diaz
- 1,583 Ayana Hill
- 1,583 Dyoma Ramirez-Robles
- 1,581 Jeremy Engrav
- 1,580 Shawn Luna
- 1,579 Matthew Sturgis
- 1,571 Shannon Stroud
- 1,571 Jeffery Rauscher
- 1,569 Christopher Larsen
- 1,568 Steven Brickman
- 1,564 Michael Hepner
- 1,561 Justin Rydziel
- 1,561 Nauleni Tuionetoa
- 1,559 Nathaniel Williams
- 1,555 Ludovic Tshimpanga Ndaye
- 1,554 Jonathon English
- 1,551 Holly Richey
- 1,551 Braxton Amy
- 1,549 Thor Leighton
- 1,546 Todd Krupa
- 1,545 Greta Wilson
- 1,545 Shannon Stewart
- 1,543 Rochelle Magpantay
- 1,539 Tina Nelson
- 1,537 Sherry Schick
- 1,534 Elaine O'Neill
- 1,529 Mark Bernsdorff
- 1,529 Crissal Hoekendorff
- 1,527 Sara Rostami Jalilian
- 1,526 Erin Gonzalez
- 1,526 Terrel Hunt
- 1,522 Nicholas Johnson
- 1,521 Adam Ludolph
- 1,519 Virakbot Ung
- 1,516 Nikki Chan
- 1,514 Daniel Navedo
- 1,514 Stanley Walker
- 1,514 Jordan Stelzer

- \$1,513 Aliitasi Leamuona
- 1,512 Ashley O'Donal
- 1,512 Robert Tappy
- 1,510 Richard Bentley
- 1,508 William Davies
- 1,508 Nelson Villegas
- 1,504 John Catalano
- 1,502 Noah Schultz
- 1,502 Unique Young
- 1,497 Shane Boyum
- 1,497 Elyse Sams
- 1,494 David Carpenter
- 1,494 Antonio Arabo
- 1,494 Lynn Jenkins
- 1,492 Margarita Hickman
- 1,491 Shelby Elder
- 1,491 Kendra Newton
- 1,491 Lindsay Staffieri
- 1,490 Leah Bilbruck
- 1,486 Ryan Hritz
- 1,479 Matthew McDowell
- 1,477 Danita George
- 1,476 Anton Tinaj
- 1,475 Melissa Argomaniz
- 1,473 Hany Mikhail
- 1,468 Conor Markins
- 1,467 Michael Jervinsky
- 1,467 Edmond Obodai
- 1,467 Jessica Mapila
- 1,466 Rachel Brown
- 1,462 Mackenzie Burchett
- 1,460 Ameenah Little
- 1,452 Sean Wuebold
- 1,452 Joseph Thompson
- 1,450 Miguel Castillo
- 1,450 Renee Garcia
- 1,449 Anne Marie Giron
- 1,449 Shaquille Traylor
- 1,445 Sean Smith
- 1,445 Laurence Moore
- 1,443 Dana Martin Gonzalez
- 1,437 Isaac Foster
- 1,434 Jeffery May
- 1,433 Tanika Thompson
- 1,432 Darez Meriwether
- 1,429 Charlene King
- 1,426 Ifrah Tahir
- 1,425 Paul Pestian
- 1,423 George Jones
- 1,422 William Murtha
- 1,415 Fabiola Del Palacio
- 1,413 Peter Kaplanis
- 1,410 Hollis Allen
- 1,409 Frank Washington
- 1,403 Isaac Fuentes
- 1,403 Tyra Hamilton
- 1,398 Sunshine Overturf
- 1,393 Matthew Castelli
- 1,391 George Shafiek
- 1,388 Shafron Mason
- 1,385 Victor Liu
- 1,384 Abigail Jago
- 1,381 Tammy Gawron
- 1,378 Candace Williams
- 1,376 Kellie Hoffman
- 1,376 Stephanie Powell
- 1,375 Matthew Ficarra
- 1,374 LaQuanda Calhoun
- 1,370 Katy Rivera
- 1,370 Sean Shephard
- 1,369 Shawn Penner
- 1,363 Nicole Barabas
- 1,362 Jenny Nguyen
- 1,360 Jennifer Lucero
- 1,359 Crissal Hoekendorff
- 1,356 Andrew Siebert
- 1,355 Saury Espallart
- 1,352 John Carter
- 1,349 Nicki Griffiths
- 1,348 Octavio Villa
- 1,346 Michael Castro
- 1,345 Dunia Shaba
- 1,344 Justin Campbell
- 1,343 Athea Buchanan
- 1,341 Rita Rider

- \$1,341 Kimberly Arena
- 1,335 Edward Day
- 1,330 Garrett Flolo
- 1,327 Ebony Romain
- 1,326 Avery Percival
- 1,326 Matthew Tien
- 1,325 Mohammed Azam
- 1,321 Richard Mariacher
- 1,319 Alejandro Sanchez Rios
- 1,315 Lorena Avila
- 1,312 Koa Taylor
- 1,311 Logan Seibel
- 1,310 Joel Nunez
- 1,308 Christopher Fortenberry
- 1,307 Christopher Botelho
- 1,306 John Witteman
- 1,306 Kyle Ridings
- 1,305 Blair Sheppard
- 1,304 Alyssa Libby
- 1,302 Austin A Smith
- 1,302 Meagan Payne
- 1,300 Mitchell Messer
- 1,299 Gabriel Luna
- 1,299 Max Schober
- 1,296 Zlata Titova
- 1,295 Desmond Martin
- 1,294 Joanna Hansen
- 1,290 Maria Aurora Contreras
- 1,289 Abby Arnold
- 1,289 Rodney Williams
- 1,288 Ireland Sirni
- 1,285 Jody-Ann Peters
- 1,284 Agnes Collins
- 1,282 Kevin Duncan
- 1,281 Matthew Sutton
- 1,281 Noella Coleman
- 1,276 Jenny Kim
- 1,275 Randy Reyes
- 1,274 Avion Johnson
- 1,274 Bedros Naama
- 1,268 Abigail Luna Rodriguez
- 1,267 Gary Slocum
- 1,262 Christopher Rodriguez Lopez
- 1,256 Sydney Allen
- 1,254 Benjamen Newhouse
- 1,253 Edward DeFurio
- 1,252 Donald Stone
- 1,251 Alec Seibold
- 1,248 Nathan Kim
- 1,247 Dorota Rusew
- 1,247 Charleston Lewis
- 1,247 Jessica Daniels
- 1,245 Joaquin Santos
- 1,245 Jesusdieu Portilus
- 1,240 Fatima Jaguros
- 1,236 Jennifer L Barnes
- 1,235 Sarah Saleim
- 1,234 Fritznel Octave
- 1,234 Sharif Grays
- 1,234 Rackeem Miller
- 1,233 Jonathan Jones
- 1,233 Cassius Keene
- 1,233 Tomarus Burks
- 1,232 Jeremy Perry
- 1,230 Elvis Tinaj
- 1,229 Andrew Hynan
- 1,229 Nicholas Montiel
- 1,228 Kimberly Alston
- 1,227 Martin Galindo
- 1,227 Samuel Marzula
- 1,226 Kendra Szmeschuk
- 1,226 Paul Tremblay
- 1,225 Bruce Alford
- 1,225 Rodney Taylor
- 1,222 Andrew Severson
- 1,218 Jada Johnson
- 1,217 Joseph Lamb
- 1,215 Ryan Haynes
- 1,215 Marlon Palk
- 1,215 Twana Smith
- 1,214 Anthony Spataro
- 1,212 Keith James
- 1,212 Brooklyn Herod
- 1,207 Justin Shedd

- \$1,207 Damian Pearson
- 1,207 Kamaile Viena
- 1,206 Richard Tabajani
- 1,206 Marie Laine
- 1,205 Preston Klutz
- 1,205 Tennon Mather
- 1,204 Jordan Kness
- 1,203 Jagdish Sukhu
- 1,202 Erika Walker
- 1,198 Glenn Arakawa
- 1,196 Susana Vargas
- 1,194 Ikram Al-Shobaki
- 1,194 Charles Avery
- 1,192 Toni-Ann Allen
- 1,186 Gunnar Jorstad
- 1,183 Mitchell Jeremiah
- 1,181 Kimbria Bracey
- 1,176 Harry Rothstein
- 1,176 Jordan Stoddard
- 1,174 Radames Alvarado
- 1,173 Ashley Hutson
- 1,173 Hakan Ozalpasan
- 1,173 Karima Hartani
- 1,172 Geovanni Escarzegza
- 1,169 Riche Hays
- 1,167 Jonathan Barrett
- 1,164 Robert Erickson
- 1,161 Montana Hanson
- 1,161 Jamie Green
- 1,158 Rodney Williams
- 1,158 Melonee Skeen
- 1,157 Andrea Hill
- 1,156 Daniel Arzate Roa
- 1,156 Wayne Segawa
- 1,153 John Kuchta
- 1,152 Riley Peters
- 1,152 Jenny Alvarez
- 1,151 Jasmín Hidalgo
- 1,149 Geoffrey Osili
- 1,148 Bedros Naama
- 1,145 Garrett Salem
- 1,145 Gina Eudy
- 1,144 Akram Mirahmadi Shalamzari
- 1,143 Dustie Burton
- 1,141 Brandi Troka
- 1,141 Vinny Vo
- 1,140 Cameron Gray
- 1,139 Felicia Steele
- 1,138 Vera Giles
- 1,138 Joshua Bunch
- 1,138 Jerome Benenati
- 1,137 Jamie Tan
- 1,135 Patricia Wright
- 1,133 Blake Tomblin
- 1,131 Danny Juskiw
- 1,131 Steven Alyako
- 1,130 Farnaz Fotovat Ahmadi
- 1,130 Mitchell Crowder
- 1,129 Thomas King
- 1,129 Tomiko Davis
- 1,126 Michelle Gould
- 1,125 Jessica Sanchez
- 1,121 Jessica Chairez
- 1,119 Austin Brock
- 1,118 Jennifer Jantzen
- 1,118 William R Tompkins
- 1,114 Samuel Deatly
- 1,111 Elifrac Deus
- 1,108 Roy Stephens
- 1,107 Roger Shatzer
- 1,103 Jacob Bennett
- 1,102 Jahara Clark
- 1,102 Bernardo Lopez
- 1,099 Romal Omid
- 1,099 Junior Pena
- 1,098 Connor Meakins
- 1,097 Shanelle Allen-Hammond
- 1,096 Briana Ragle
- 1,095 Gregory Walker
- 1,095 Alexander Luque
- 1,094 Mitchell Tanselli
- 1,094 Nelson Desmond
- 1,094 Rebecca O'Neal
- 1,093 Luis Miranda

- \$1,093 Michele Acosta
- 1,092 Zamyia Felton
- 1,089 Pedro Davilaneto
- 1,088 Gregory Rudolph
- 1,088 Troy Williams
- 1,083 Shawntae Collins
- 1,081 John Santosuosso
- 1,081 Kevin Bryson
- 1,079 Angeliqe Dahl
- 1,077 Alicia Sang
- 1,076 Nina Blackmon
- 1,073 Brandon Scharmer
- 1,073 Mark Hart
- 1,072 William Johnson
- 1,071 John Kaufmann
- 1,066 Cameca Poole
- 1,063 Chris Gonzales
- 1,062 Isabella Xia
- 1,061 Wilson Tabb
- 1,061 Joshua Rodriguez
- 1,060 Michael Mamalakis
- 1,060 Brandon Brooks
- 1,060 Triston Wrook
- 1,058 David Basnett
- 1,058 Jacob Campbell
- 1,058 Cherrish Taylor
- 1,057 Penisimani Fakataha
- 1,057 Courtney Howard
- 1,054 Tyler Church
- 1,053 Sullena Staton
- 1,051 Rachael Vanderlee
- 1,050 Paul Abess
- 1,048 Anthony Chinaglia
- 1,047 Victoria Nihizer
- 1,047 David Watkins
- 1,046 Desiree Moore
- 1,042 Andre Taylor
- 1,040 Michael Santuosso
- 1,040 Louis Chiappetta
- 1,040 Mayra Nieves Corujo
- 1,039 James Snipes
- 1,038 VaShawn Nelson
- 1,037 John Belloni
- 1,037 Ben Smith
- 1,037 Jaydie Knox
- 1,036 Kelsey MacDonald
- 1,035 Leticia Aldaco
- 1,035 David Rockway
- 1,033 Julian Dickinson
- 1,033 Samantha Lee
- 1,032 Nicolas Jaroslavsky
- 1,032 Henderson Torrealba Jaimes
- 1,031 Cody Gardner
- 1,031 Debbie Ellmers-Makoare
- 1,028 Christa Roberson
- 1,027 Morgan Zumwalt
- 1,026 Michael McKiernan
- 1,026 Cassandra Nepean

LEADERSHIP BONUS




1	2	3	4	5
				
\$41,304 Hart-Dushaj	\$34,874 Dustin Venekamp	\$31,123 Hart-Dushaj	\$29,917 Hart-Dushaj	\$29,421 S-S-Parks-Salvaggi

APRIL BONUS LEADERS | PAYOUT: **\$1,938,777** | QUALIFIERS: **712**

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|--|--|--|---|---|---|
| <ul style="list-style-type: none"> \$ 41,304 Joseph Gojcaj 34,874 David Carpenter 31,123 Edward Leon 29,917 Mohamad Raychouni 29,421 Mike Paragiou 25,589 Beau Locker 22,831 Matthew Conrad 20,626 Brandon Neal 20,304 Paul Smith 20,256 Jeffrey Espinal 19,450 Bobby Hamilton 17,695 Gjon Ljuljduraj 16,277 Michael Giachetti 14,581 Michael Mandella 14,369 Mark Neilson 14,212 Brent Bowling 14,061 Joshua Olin 13,956 Bobby Gujral 13,484 Walter Icaza 13,476 Derek Foore 13,401 Eric Thompson 13,186 Meaghan Krecsko 12,560 Heriberto Chavez 12,301 Phi Phan 12,262 Ashley Clarke 12,231 Zach Otto 12,197 Corey Helly 11,779 Erin Allen 11,653 Kimberley Hamilton 11,405 Ryan Stenglein 11,244 Jason Bratin 11,034 David Wang 10,923 Samuel Boyle 10,867 Phillip Waisman 10,714 Hunter Houvener 10,670 Peter Kwiatkowski 10,016 Dustin Dunbar 9,990 Lauren Coyne 9,802 Michael Burningham 9,548 Darrell Asbell 9,511 Carey Hartman 9,497 Andrew Bishop 9,457 Slavita Hut 9,349 Joe Lewo 9,162 Bryan Juskiw 8,910 Christopher Hintz 8,659 Tristan Dlabik 8,630 Valentino Kalaj 8,563 Jacob Brown 8,527 Patricia Contreras 8,390 Loraine Harris 8,237 Glenn Johnson | <ul style="list-style-type: none"> \$ 8,118 Steven Warner 8,023 Levar Morgan 7,827 Keeland Bryant 7,752 Iris Saavedra 7,685 Sabrina Kryshundarya 7,629 Christian Gojcaj 7,451 Jeffrey Hudson 7,407 James Sodan 7,284 Rita Rider 7,251 Bobby Park 7,244 Carlos Carta 7,167 Cara DeFiore 7,143 Tony Geer 7,071 Joshua Jackson 6,996 Clayton Slaughter 6,994 Matthew Dawson 6,980 Selma Ogresevic 6,968 Magda Figueiredo 6,950 Jeffrey Hall 6,928 Sean Shephard 6,897 Veronica Coval 6,870 Augusto Arango 6,794 Adrienne Bragas 6,675 Darcy Schrieber 6,561 John Santosuosso 6,558 Melinda-Rae Lyse 6,528 Michael Raven 6,474 James Sherwood 6,364 Michael Romero 6,319 Timothy Bugge 6,295 Nicki Griffiths 6,241 Matthew Turnquist 6,231 Jonni Ng 6,196 Stephen Jeung 6,194 Michael Gerstein 6,174 Brandon Eck 6,078 George O'Shea 5,984 Doreen Ryan-Foti 5,977 Anita Ferris 5,939 Jacqueline Kabluyen 4,298 Travis Vaughn 5,748 Francis Ingulli 5,729 Michelle Gould 5,719 Kellie Hoffman 5,697 Alberto Alcalá 5,606 Jeffrey Thiel 5,552 Anton Ljuljduraj 5,518 Madison Kilburn 5,497 Tyler Dahlin 5,454 Samuel Artzis 5,453 Adam Kidikas 5,430 Antonio Reyes | <ul style="list-style-type: none"> \$ 5,421 Begona Patino-Lopez 5,403 Jean Joseph 5,361 Keeland Hamilton 5,336 Dan Ikei 5,282 Ian Rouleau 5,263 Jorge Toribio 5,242 Ariana Jones 5,224 Shawn Lewicki 5,208 Britton Costa 5,152 Nathan Stuck 5,091 Luay Ghawi 5,088 Brenda Fox 5,059 Rachel Brown 5,043 Yussuf El-Zein 5,039 Matthew Hudlin 4,995 Steven King 4,935 Doron Freud 4,916 Daniel Prinzo 4,837 Jenny Kim 4,802 Joshua Goodman 4,795 Ryan Witham 4,766 Felicia Steele 4,756 Jeffrey von Kienast 4,682 Daniel G Johnson 4,681 Paul Rumbuc 4,637 Brian Jerome 4,627 Behrad Baghbanian 4,607 William Parmeter 4,602 Anadieto Arevalo 4,587 London Burnett 4,581 Johnny Ly 4,581 Saul Lopez 4,556 Aaron Piotrowski 4,513 Mark Lahijani 4,513 Michael Gerstein 4,381 Kevin Butchino 4,374 Joshua Yurinko 4,370 Romal Omid 4,322 Kevin Appasamy 4,303 David Hausman 4,298 Jon Morrow 4,294 Jonathan Da-al 4,291 Timothy Welsh 4,270 Sokol Fazliu 4,267 Jeffrey A Smith 4,255 Cody Gardner 4,233 Alan Sedaghat 4,210 Marisa Willgruber 4,200 Adem Abdula 4,188 Jagdish Sukhu 4,168 Maurice Coleman 4,041 Michael van Delft | <ul style="list-style-type: none"> \$ 4,033 Angel Contreras 3,980 Sean Velasquez 3,961 Dana Velez 3,938 Matthew Cartwright 3,911 Kelly Ekker 3,861 Chase Miller 3,726 Tina Nelson 3,663 Gregory Rudolph 3,660 Nicholas Chuma 3,628 Casey Helly 3,586 Thomas Huynh 3,584 Tiffany Tavormina 3,573 Pablo Solis 3,502 Peter Gabranski 3,500 Sara Vaz 3,470 Danielle Morales 3,446 Steven Dell 3,442 Darez Meriwether 3,441 Sean Brannan 3,405 Stella Roznovan 3,395 David Duddy 3,378 Hector Giron-Soto 3,351 Ryan Wilson 3,341 Lidia Meglie 3,332 Bruce Viaje 3,314 Brandon Hughes 3,251 Dwayne Gomez 3,232 Alexis Gomez 3,224 IP Harris 3,213 Erica Robertson 3,176 Corey Hallam 3,149 Justin Hermann 3,135 Daniel Perkins 3,129 Tyler Boulden 3,129 David Stuart 3,121 Jordan Lacy 3,115 Avi Kauderer 3,091 Jose Viramontes 3,075 Jeffrey Witherall 3,048 Laura Dennee 3,028 Nathan Doyle 2,995 Rielly Maher 2,978 Chris McFoy 2,966 Joseph Rotolo 2,950 Tucker Gregor 2,933 Christopher Bungay 2,922 DeShawn Moore 2,858 Samuel Marzula 2,857 Mauro Capozucca 2,848 Arif Hajro 2,814 Daniel Foore 2,742 Christopher Stevens | <ul style="list-style-type: none"> \$ 2,741 Tiffany Babin-Washington 2,726 William Thomas 2,716 Ransey Vazquez 2,695 Jessie Holland 2,677 Darius Rowan 2,658 Daniel Umbertone 2,641 Jennylyn Militante-Radnoty 2,641 Barry Donalson 2,630 Saury Espaillet 2,599 Jovanie Scarlett 2,580 Randall Cook 2,579 Doris Martinez Garcia 2,573 Michael McKiernan 2,568 Andrew Chambers 2,566 Nicole Sanders 2,557 Storm Hutskal 2,547 Maria M Ramirez 2,542 Tanner Duy 2,527 Travis Picklesimer 2,520 Aaron Parks 2,514 Levi Szanto 2,507 Joy Vann-Austin 2,500 Jake Gelb 2,474 Christopher Ross 2,462 Thomas J Vena 2,454 Braxton Amy 2,439 Angel Sparkes 2,437 Brandon Baker 2,416 Michael Russo 2,397 Justin Diaz 2,368 Theodore Ryan 2,356 Charles Ferrari 2,351 Genna DeMetsenaere 2,348 Richard Rozolsky 2,324 Eno Iftiu 2,319 Ryan Torres-Torioka 2,316 Carlo Buhay 2,308 Matthew McDowell 2,213 John Collins 2,204 Klyo Vidal 2,201 Demitrius Lucas 2,172 Victor Holmes 2,169 Dominick Williams 2,157 Raul Rojas 2,144 Roxie Soto 2,139 Michael Battaglio 2,139 Michael Clemente 2,134 Dominic Fiacchini 2,114 Shanita Friedlander 2,107 Aaron Friedlander | <ul style="list-style-type: none"> \$ 2,093 Robert Hughes 2,084 Suzanne Moroney 2,072 Tami Chaimov 2,071 Fatima Jaguros 2,071 Duncan Ray 2,044 Elyse Bryan 2,041 Jerome Benenati 2,017 Tahir Quintero Bonilla 2,014 Brody Maughan-Evanson 1,996 David Rigney 1,992 Justin Adams 1,977 Jacob Russell 1,965 James Keefer 1,963 Brandon Dusevic 1,962 Joseph McCallister 1,936 Christopher Buttacavoli 1,919 James Harding 1,884 Jhonatan Quintero 1,856 Iffrah Tahir 1,842 Marcus Moody 1,835 Hunter Welty 1,833 Victoria Lindner 1,816 Erika Walker 1,798 Lindsey Dettwiler 1,796 Omar Billy 1,783 Serge Brouillette 1,769 Thomas Romeo 1,758 Nick Scordos 1,756 Alyssa Libby 1,752 Jadelene Welty 1,730 Justin Lowe 1,696 Abraham El Refaei 1,695 Jennifer Jantzen 1,686 Alexander Johnston 1,677 Brody Maughan-Evanson 1,636 Myaa Fallon 1,636 Hasan Ghazal 1,619 Christopher Hintz 1,594 Shannon Moses 1,592 Aaron Patt 1,575 Francesca Veltri 1,570 LaDelus Brown 1,569 Mario Ruiz 1,546 Nicole Preston 1,546 Nicholas Krause 1,536 Mary-Delores Ayarzagoitia 1,526 Nabil Atallah 1,525 Lauren Lord 1,519 Nasr Quadri 1,487 Gary Slocum 1,481 Karlie Howard |
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|---|--|---|---|--|---|
| <ul style="list-style-type: none"> \$ 1,466 Justin Campbell 1,466 Ryan Cassidy 1,455 Michelle Olivo 1,454 Matthew Bogle 1,443 Kelly Schoenherr 1,430 Alfredo Garcia 1,430 Mohamed Shogar 1,423 Jaydan Heron-Smith 1,411 Ernesto Delgadillo 1,398 Paul Kelly 1,384 Andrea D Owens 1,378 Bethany Evans 1,361 Rex Munsey 1,359 Chad Muise 1,355 Erna Gasanin 1,344 Alipate Makaui 1,340 James Cassie 1,336 Anthony Almeida 1,331 Gina Eudy 1,327 Craig Strompf 1,325 Sean Blaney 1,317 Michael Sherwood 1,316 Matthew Castelli 1,302 Stephen Coons 1,292 Joshua Krueger 1,291 Joseph A Smith 1,287 Max Akers 1,282 Richard Pazak | <ul style="list-style-type: none"> \$ 1,267 Ameenah Little 1,261 Angel Martinez 1,261 Matthew Diulus 1,259 Nathan Hunt 1,256 Chad Boskat 1,255 Tiffany Beadnell 1,235 Alma Lozano 1,218 Zachery Kertulis 1,216 John Lamere 1,214 Jesse Rennich 1,207 Juan Diaz 1,196 Andy Batten 1,166 Taurean Flournoy 1,160 Avion Johnson 1,148 Alexis Pineiro 1,140 Justin Rydziel 1,138 Ryan Suhr 1,113 Michael Joseph 1,109 Armando Aiello 1,106 Drake Smith 1,106 Ryan McIntosh 1,104 Desmond Martin 1,100 Michael Ezeafulukwe 1,098 Christie Jauch 1,097 Toni-Ann Allen 1,091 Blake Higuchi 1,087 Eldine Mpanzu 1,084 Blake Tomblin | <ul style="list-style-type: none"> \$ 1,062 Keith James 1,061 Mark Bernsdorff 1,057 Tracy Davis 1,055 Alexander Marzilli 1,054 Martin Salavec 1,044 Adam Wheeler 1,041 Arman Masomzadeh 1,033 Jessica Santamarina 1,032 Eric Caballero 1,028 Holly Bonhorst 1,025 George Shafiek 1,001 Johnathon Bogoslawski 993 Edward DeFurio 978 Edrick Tercero 966 Priscilla Blanco 962 Bryan Czajkowski 958 Razan Zarba 950 Aleatha Lowe 950 John Vacca 944 Daniel Pacheco 942 Jordan Hallman 942 Sherrie McCarty 942 David Staffery 940 Janel Wilder 934 Andrew Hynan 933 Duni Olusegun 918 Casey Jarratt 916 Marquel Burns | <ul style="list-style-type: none"> \$ 915 Matthew A Wilson 911 Rebecca Mehlinger 907 Johnny Ramos 890 Kyle Jones 887 Truman Falkner 885 Kelly Young 881 Alexandra Berberich 871 Robert Boyd 870 Mavrick Fredericks 861 Jamie Winters 856 Mark Lomonaco 847 Derek Woo 834 Arcelia Zizumbo 812 Linda Marquez 786 Tabitha McDermid 785 Lindsay Staffery 775 Ronald Spieler 760 John Torres 758 Derya Ekren 755 Bradley Fordyce 747 Mari Andrade 743 Yamid Mendoza Sanchez 742 Steven Baum 742 Candace Minor 741 Elvis Tinaj 740 Evan Donoghue 737 Michael Botond 735 Cory Moncol | <ul style="list-style-type: none"> \$ 725 Laurekins Pardovani 723 Santiago Calle Ramirez 723 Morgan Lobello 718 Jessica Guerrero 718 Norman Candelore 715 Christopher Bentley 707 Mariam Shahid 704 Colin Ghee 703 Aaron Parsons 703 Dina Boghdady 688 Oyindamola Falegan 687 Derek Woo 685 Dylan Zayonc 681 Alexis Hawkins 679 Jack Craig 678 John Curry 677 Manuel Diaz 676 Raynaldo Lafontant 674 Joseph Stapleton 674 Geoffrey Osili 672 James Tolley 663 Xander Davis 662 Nicole Mead 654 Regina Koonce 653 Daniel Ramirez 649 Altina Arakelian 648 Mark Auvil 638 Sullena Staton | <ul style="list-style-type: none"> \$ 633 Nicholas Wang 627 Eric Snyder 626 Lino Strusione 623 Troy Williams 618 Alex Grushko 614 Jillian Getz 592 Matthew Ingram 589 Raven Fugate 588 Leanne Erney 585 Ariel McAlister 584 Lalitha Janardhanan 584 Riley Peters 571 Evelyn Howell 562 Seth Frisby-Jack 558 Muhammed Ashraf 536 Jesse Fullmer 528 Anthony Spataro 527 Zindora Crawford 523 Asad Ahmed 522 Mark Diskin 521 William Dugan 519 Daniel Lopez 519 Joshua Jahnish-Maltese 514 Shawna Parker 507 Jaycee Goodwin |
|---|--|---|---|--|---|

R92 LEADERSHIP BONUS

1	2	3
		
\$59,304 Zach Hart	\$54,214 Hart-Dushaj	\$30,080 AO




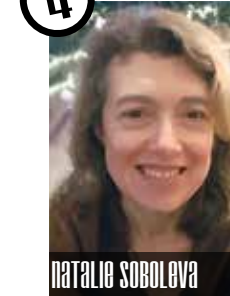

APRIL BONUS LEADERS | PAYOUT: **\$889,018** | QUALIFIERS: **162**

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| <ul style="list-style-type: none"> \$ 59,304 Ryan Fickert 54,214 Joseph Gojcaj 30,080 Joshua Olin 24,519 Corey Helly 23,852 Mark Neilson 22,753 Justin Adams 22,229 Matthew Turnquist 21,178 Reynolds Akuaomaa 20,114 Justin Brent 18,006 Daryl Graham 17,386 Michael Russin 16,346 Mohamad Raychouni 14,982 Walter Icaza 13,776 Morgan Lobello 13,196 Chris La Fond 12,531 Bobby Gujral 12,022 Matthew Diulus 11,914 Nabil Atallah 11,303 Alma Lozano 11,193 Blake Higuchi 11,071 Gary Slocum 10,578 Lauren Coyne | <ul style="list-style-type: none"> \$ 10,045 Britton Costa 8,653 Bobby Hamilton 8,619 Ryan Hall 8,559 Travis Vaughn 8,025 Diego Arango Puerta 7,793 Brody Maughan-Evanson 7,463 Joshua Dishong 7,413 Justin Brent 7,352 Andy Batten 7,156 Jenny Kim 6,977 Thomas Longino 6,977 Amr Shater 6,878 Paul Kelly 6,813 Ashley Clarke 6,450 Peter Kwiatkowski 6,420 Scott Wheeler 6,375 Joseph Tomanovich 6,295 Brent Bowling 6,257 Darcy Schrieber 6,255 Antonio Reyes 6,213 Romal Omid 6,189 Robert Janev 5,939 Randall Cook | <ul style="list-style-type: none"> \$ 5,270 Beau Locker 5,173 Michael Clemente 5,155 Jessica Santamarina 5,085 Mike Allen 5,031 Shalom Chaimov 5,016 Thomas J Vena 4,900 Luay Ghawi 4,671 Stuart Pagan 4,555 Ashley Wenning 4,535 Michael Russo 4,443 Ransyca Vazquez 4,326 Jinelly Urena 4,289 Lee Jeffers 4,192 Jeffrey Hall 4,100 Zach Otto 4,062 David Carpenter 3,885 Elias Boles 3,868 Mike Paragiou 3,864 Anita Ferris 3,862 Kelly Ekker 3,858 Joshua Jackson 3,840 Dylan Murphy 3,812 Jeffrey von Kienast | <ul style="list-style-type: none"> \$ 3,769 Mark Lahijani 3,630 Juan Diaz 3,294 Chase Miller 3,276 Doreen Ryan-Foti 3,199 David Staffery 3,123 Magda Figueiredo 3,110 Sara Vaz 3,098 Bobby Park 3,097 Angel Martinez 3,065 Sean Velasquez 2,960 Alberto Alcala 2,909 Steven Barton 2,808 Jesse Rennich 2,803 Cody Gardner 2,794 Yussuf El-Zein 2,695 Meaghan Krecsko 2,676 Ryan Stenglein 2,629 Sean Hansen 2,611 Adam Kidikas 2,584 David Wang 2,572 Bruce Viaje 2,483 Eno Iftiu 2,367 Johnny Ly | <ul style="list-style-type: none"> \$ 2,330 Alex Kae 2,315 Charles Ferrari 2,311 Ryan Wilson 2,250 James Sodan 2,160 Alexandra Graham 2,103 Duni Olusegun 2,087 Dan Ikei 2,077 Patrick Donovan 1,992 Christopher Clark 1,971 Jeremy Rivers 1,952 Clayton Slaughter 1,925 Mavrick Fredericks 1,909 Avi Kauderer 1,816 Steven Sparkes 1,779 Jonathan Phillips 1,742 Ryan McIntosh 1,710 Hunter Houvener 1,626 Hector Mendez 1,605 Eyad Awdi 1,580 Craig Strompf 1,573 Jonni Ng 1,491 Kingsley Ibbeh 1,488 Marisa Willgruber | <ul style="list-style-type: none"> \$ 1,385 Aaron Friedlander 1,367 Levar Morgan 1,338 David Rigney 1,319 Michael Burningham 1,225 Daniel Umbertone 1,209 Ricardo Subero 1,194 Dustin Dunbar 1,033 Ronald Rivera 995 Erin Allen 976 Tommy Conard 956 Steven Dell 955 Gregory Rudolph 898 Temesghen Starr 890 Taurean Flournoy 825 Jose Viramontes 762 Alipate Makaui 731 Oscar Cardoza 697 Nicole Sanders 646 Jessica Chang 609 Jeffrey Espinal 570 Andrew Hynan 530 Trace Johnson 526 Patrick Knouse |
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SA/GA DIRECT CODE FIELD TRAINING BONUS

REINSTATEMENT BONUS

1	2	3	4	5
				
LINO STRUSSIONE \$38,170 Hart-Dushaj	BENZACK COOPER \$14,098 Hart-Dushaj	GJON LJULIDURAJ \$14,030 Hart-Dushaj	MORIAH CHANDLER \$13,804 Matt Henderson	MORGAN EVANS \$13,500 Hart-Dushaj

1	2	3	4	5
				
ORBY KELLEY \$4,084 S-S-Bendure-Hartwig	SAMI MOGANNAM \$3,750 Don Foti	MITCHELL LOOK \$2,433 S-S-Parks-Salvaggi	NATALIE SOBOLEVA \$2,377 Josh Chalom	JOSEPH B SMITH \$2,275 Simon Arias

APRIL BONUS LEADERS | PAYOUT: \$621,355 | QUALIFIERS: 667

APRIL BONUS LEADERS | PAYOUT: \$61,522 | QUALIFIERS: 161

<ul style="list-style-type: none"> \$ 38,170 Lino Strussione 14,098 Benzack Cooper 14,030 Gjon Ljuliduraj 13,804 Moriah Chandler 13,500 Morgan Evans 12,489 Eric Caballero 9,071 Andre Bzhetaj 7,319 John Curry 6,962 Brandon Dusevic 6,824 Christian Gocaj 6,587 Brandon Atchley 6,038 Besim Nikaj 5,103 James Coffee-Tavi 4,958 Roxie Soto 4,787 Andres Liranzo 4,747 Desmond Martin 4,624 Alexander Marzilli 4,595 Angie Erskine 4,401 Benjamin Kesterson 3,956 Colin Ghee 3,921 William Tompkins 3,899 Susana Alchoufnaim 3,745 Kade Beck 3,722 Chad Boskat 3,617 Alec Obering 3,434 Samuel Holden 3,379 Christopher McGlynn 3,245 Matthew A Wilson 3,245 Andrea D Owens 3,212 Storm Hutskal 3,011 Robert Houston 3,007 Geoffery Osili 2,991 Conor Markins 2,969 Justin Diaz 2,956 Corey Helwig 2,864 Braxton Amy 2,805 William Jones 2,739 Brandon Eck 2,690 Avion Johnson 2,688 Jonathan Ojendi 2,660 Erika Walker 2,649 Katy Rivera 2,629 Kevin Dimery 2,517 William Benline 2,497 Krystal Spencer 2,484 Antonino Taormina 2,448 Jacquelynn Strobbe 2,433 Matthew Ward 2,370 Joshua McTier 2,355 Paul Torman 2,351 Jordan Russell 	<ul style="list-style-type: none"> \$ 2,319 Gianni Toma 2,224 Jeanine Reign 2,212 Joshua Egyud 2,188 Tomarus Burks 2,179 Stephanie Olsen 2,178 Dustin Hess 2,145 Jonathan Conn 2,144 Nelson Desmond 2,135 Damaris Trejo 2,127 Travis Picklesimer 2,099 Adianez Rodriguez 2,085 Brittany Douglas 2,082 Arturo Romero 2,081 Sousan Samadzade 2,077 Travis White 2,071 Sharon Jones 2,060 Cherrish Taylor 2,060 Robert D Williams 2,037 Abeni Reynolds 2,022 Shawna Parker 2,021 Lamita Dahdah 2,001 Anthony Solano 2,000 John Wegley 1,996 Jacob George 1,977 Elvis Tinaj 1,895 Scott Saxton 1,832 Jammal Coleman 1,811 Brandon C Johnson 1,811 Michael Nichols 1,804 Mam Njamba Samba 1,796 Carlo Cardellino 1,780 Marsei Hogan 1,779 Michele Faul 1,767 Stephanie Dunbar 1,731 Siddhant Satoskar 1,703 Jordan Stelzer 1,703 Jillian Heaney 1,699 Sierra Way 1,684 Bryan Stoddard 1,681 Maria Lewis 1,663 Richard Tabanji 1,644 Denzel Covington 1,628 Derek Pratt 1,619 Vera Giles 1,615 Matthew Melhorn 1,559 Edward DeFurio 1,545 Dean Thebeau 1,542 Rachelle Zerbach 1,533 Cody Langston 1,531 Zachery Kertulis 1,526 Jordan T Brown 	<ul style="list-style-type: none"> \$ 1,505 Jeffrey Atkinson 1,496 Dimo Joannidis 1,467 Yuhung Yeh 1,446 Joseph Wilson 1,435 William Walters 1,413 Cody Nykolation 1,408 Jerome Benenati 1,405 Calvin Irving 1,397 Steven Baum 1,390 Jennifer Gilkie 1,388 Alexandra Berberich 1,383 Santiago Calle Ramirez 1,377 Adriana Aboulwafa 1,368 Victoria Lewis 1,351 Rana Shirer 1,326 Jaydie Knox 1,326 Seth Frisby-Jack 1,322 Raymond Stephenson 1,315 Tanika Thompson 1,312 Alexandra Longo 1,309 Cody Garza 1,301 Ruben Cortez 1,294 Kamie Clark 1,293 Feagai Singh 1,268 Hunter Bischoff 1,268 Krystal Walters 1,261 Anthony Marsella 1,257 Audri Niezgoda 1,241 Kamal Tayyib 1,239 Ryan Haynes 1,218 Derek Sutherland 1,200 Kelly Schoenherr 1,194 Nathan Stuck 1,190 David Murphy 1,189 Jorge Gonzalez 1,169 Renee Zinsky 1,164 Anton Ljuliduraj 1,159 Victor Holmes 1,157 Karlie Howard 1,156 Peter Padro 1,153 Stacye Tanksley 1,151 Shawn Quick 1,143 Justin Irwin 1,142 Jonathan Barrett 1,140 April Baxter 1,140 Stephanie Dobrzynski 1,140 Adam Wheeler 1,137 Denise Masulit 1,136 Christopher Fortenberry 1,121 Michael Hrvatin 	<ul style="list-style-type: none"> \$ 1,119 Jessica Shaddock 1,111 Noah Schultz 1,105 Terrel Hunt 1,063 Chase Trivison 1,060 Nikolai Zollinger 1,059 Barrington Gordon 1,042 Jorge Merle 1,028 Shannon Vidal 1,016 Mark Reilly 1,015 Gregory Caldwell 1,013 Tara Maley 1,012 Joseph Sarasin 1,012 Mercedes Bens 1,010 Lamario Bradwell 1,009 Brianna Garza 1,008 Donte Grant 1,000 Jacob Kieffer 997 Jennifer Spalding 994 Daniel Durgin 986 Kevin Amador 971 Eric Butt 937 Michael Coulthard 936 Callan Flynn 929 Victoria Varney 927 Phoebe Grubbs 924 Shanelle Allen-Hammond 913 Mycah Teagardner 911 Crystal Bui 910 Jozef Tinaj 902 Jacob Dorrance 900 Jesse Garnier 898 Chilynn Acevedo 892 Toni-Ann Allen 889 Zachary Shields 888 Nabil Atallah 882 Sungmin Hwang 875 Cody Hanneken 873 Ireland Sirni 869 Morunny Rocun 867 Evan Lawrence 866 Blake Rodrian 862 Phylcia Cervini 855 Allison Kusgen 851 Anthony Aiello 851 Brandi Troka 849 Robert Trepagnier 841 Adrain Alfred 838 Justin Rydzziel 835 Rutuja Karande 831 Adam Calnan 	<ul style="list-style-type: none"> \$ 822 Christa Effiong 820 Leia Sanders 815 Katherine Nummy 810 Lauren Lord 809 Terry Powers 808 Tyler Cox 803 Selma Ogresevic 793 Evan Reid 793 Steven Counts 792 Sergio Joaquin Haro 789 Brandi Britt-Broussard 789 Miguel Castillo 778 Joseph Stapleton 776 Riley Peters 776 Courtney Lavitch 770 Jacob Stephens 769 Dain Bowen 769 Leslie Dow 766 Tichina Haughton 754 Lorena Barriere 753 Samantha Saunders 750 Zachary Poker 748 Tiffney Harmouche 746 Nardia Bowen 741 Mario Montes Santiago 740 Sheila Medcalf-Wilson 737 Mark Bradshaw 737 Rodney Ridgel 729 Jimarr Gallon 728 Kealakai Enomoto 724 Robert Fuller 720 Juan Leonardo 708 Darren Lawhon 705 Skylar Chauvin 697 John Schaeffer 693 Darcy Gaige 687 Beau Minnick 684 Sarah Collen 682 Christopher Ross 677 David Huber 676 Al-Shakise Anderson 663 Ryan Suhr 662 Fahim Waliullah 660 Victoria Perea 656 Katie Stahulak 656 Graham Carter 655 Zindora Crawford 654 Danielle Custis 650 Erica Robertson 640 Nicole Mead 637 Jason Khodadadian 	<ul style="list-style-type: none"> \$ 634 Khadijah Muhammad 625 Christopher Short 625 Amy Spiegel 625 Thomas Holland 625 Tasha Marker 623 Edrick Shelby 619 Daniel Foore 619 Drew Herstine 618 Cristina Marson 612 Jillian Getz 607 Casey Jarratt 603 Takeya Tatum 603 Jessica Rosenberg 598 Enid Franco 594 Thomas Huynh 590 Millicent Mercon 588 Keeland Bryant 586 Mario Ruiz 583 Anthony Chinaglia 578 Brinsley Maughan-Evanson 578 Serg Martires 566 Kenneth Fridia 563 Albert Huff 560 John Catalano 560 Derrik Young 559 Martin Salavec 559 Jacob Rosinsky 549 Christy Anderson 549 Shanella Davis 549 Nikolaos Metaxas 549 Selina Maldonado 546 Jennifer Orellana De Gonzalez 542 Ivanna Melnyk 542 Mahdi Wade 537 Richard Phaturos 530 Justin Jordan 530 Orlando Grimmell 524 Tracy Davis 520 Vanvipha Sugai 519 Truman Falkner 518 Mark Banks 516 Tanner Miller 513 Richard Hughes-Findley 505 Kevin Kennedy
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<ul style="list-style-type: none"> \$ 4,084 Orby Kelley 3,750 Sami Mogannam 2,433 Mitchell Look 2,377 Natalie Soboleva 	<ul style="list-style-type: none"> \$ 2,275 Joseph B Smith 1,836 Denise Ley 1,598 Bradley Weigand 1,427 Gina Kramer 	<ul style="list-style-type: none"> \$ 1,237 Elizabeth Keiderling 1,183 Joseph Faisant 1,123 Glyn Hurst 861 Hal Herman 	<ul style="list-style-type: none"> \$ 845 Loraine Patterson 762 Scott Davison 653 Ameenah Little 647 Pamela Drury 	<ul style="list-style-type: none"> \$ 642 Lily Sakai 600 Zenon Zorij 599 Jasmin Rodriguez 568 Maurice Baritz 	<ul style="list-style-type: none"> \$ 553 Peter Kaplanis 550 Ryan Vopat 517 Zakary Labieniec 515 Terrel Hunt
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WORLD'S GREATEST \$2,881,957	LEADERSHIP \$1,938,777	RGA LEADERSHIP \$889,018	SA/GA TRAINING \$621,355	REINSTATEMENT \$61,522
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

FOUNDERS CLUB

April Qualifiers—
Outstanding Producers & PR Representatives:



Kalen Dugan

Altig-Orlovic
1 Qualification
\$198,857 Net ALP
82.0 RET



Aref Sayegh

Satti-Kanaan
2 Qualifications
\$90,834 Net ALP
90.2 RET



Irma Gallardo

Altig-Orlovic
2 Qualifications
\$86,797 Net ALP
84.2 RET



Mark Lomonaco

Altig-Orlovic
8 Qualifications
\$78,467 Net ALP
82.9 RET



Ryan Vance

S-S-Parks-Salvaggi
4 Qualifications
\$71,384 Net ALP
82.7 RET



Bradley Christiansen

Altig-Orlovic
1 Qualification
\$70,832 Net ALP
92.9 RET



Patricia Santamarina

Altig-Orlovic
1 Qualification
\$68,470 Net ALP
86.3 RET



Dina Boghdady

Altig-Orlovic
5 Qualifications
\$64,758 Net ALP
82.5 RET



RIISING TO THE CHALLENGE



David Zophin

President
American Income Life &
National Income Life Divisions

JUST WHEN I THINK I'VE SEEN YOU AT your best, you surprise me again.

During a time that tens of thousands of companies in this country are struggling just to stay in business, we aren't just surviving, we are *thriving*. AIL/NILICO saw its best April **IN COMPANY HISTORY** with 11.5 percent growth over last April. In my 20-plus years with this Company, I can honestly say this is one of the best accomplishments — if not *the* best accomplishment I've seen. I am so proud to be a part of this team!

Since the world has started operating differently, we've had to make some adjustments. As a Company, we could have let the pressure get to us and surrendered to the struggle so many businesses are experiencing now. Instead, you showed your strength and rose up against what the world was throwing at us ... and I know it wasn't easy making

that adjustment. But you made it. You showed your laser focus. You were proactive. Resilient. Hardworking. You made no excuses and you showed the world what you were made of, and your hard work paid off. In April, you displayed your character at its highest level. For all of this, I want to personally thank you.

Our recent success has proven to me that we are a championship team. In my book, champions drive double-digit growth, and despite incredible circumstances, we have positioned ourselves to win a championship in 2020.

The thing that separates champions from everyone else is heart. It's the ability to dream big, the drive to make your dreams a reality, the resilience to overcome obstacles and failures, and the determination to bring others along to experience success. Champions know that resilience is imperative not just to achieve, but to live their dream. They have a never-quit mindset, and they know that failure is not an option.

If you still have any doubt about how we've adjusted to these trying times, I hope the fact that we have flourished throughout these recent weeks will encourage you to get on board. I hope that you embrace these changes and look inside yourself for the strength and

resilience to accomplish something great. I hope you believe in yourself and your ability to succeed, because I know that every one of you has the heart of a champion.

"WE ARE A CHAMPIONSHIP TEAM."

So let that heart lead you to do amazing things. Keep a champion mindset and keep climbing higher, even when circumstances are unfamiliar. Stay humble, take responsibility, and encourage your team or your peers to be champions themselves. Know that it's your attitude and your approach that will determine how you'll finish the year. It's completely up to you how far you'll go and how much you'll achieve. I'm excited to see what these next seven months will bring.

Do you have what it takes to bring home that championship in 2020? **PROVE IT!** 🏆

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



Harvey Quinn

Brett Gryska
Contracted 2/13/09
Qualified 4/30/20
\$1,013,001 Net ALP



Erna Gasanin

AO
Contracted 6/02/10
Qualified 4/30/20
\$1,005,109 Net ALP

DIRECTORS OF THE MONTH



Sales Director of the Month ★★

Stephanie Kell

Stephanie had 128.28% growth over April 2019.



PR Director of the Month ★★

Denise Gilbert

Denise met 126.80% of Objective during April 2020.



FIRST-CLASS MAIL
PRESORTED
U.S. POSTAGE
PAID
AMERICAN INCOME
LIFE 76710
PERMIT 3121

• MOON PALACE



MAY 5-8, 2021 •